A1315-2

1991
united arts fundraising

Edited and Compiled by Anita McGlynn

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ABOUT THE NCUAF

The National Coalition of United Arts Funds (NCUAF) continues to encourage and expand financial resources for the arts in its capacity as the national organization for federated arts fundraising organizations. The Coalition improves the fund-raising efforts of member organizations by offering a wide rang of services. As a program of the American Council for the Arts, the NCUAF is able to strengthen its networking and information capabilities, allowing for a stronger voice on the national level and more interaction among individuals involved in united arts fundraising.

Coalition services include:

- **Conferences and Special-Interest Forums**...United Arts Fund Raising Conference, Volunteer Leadership Seminar.
- **Data Collection and Dissemination**...United Arts Fund Raising Report, Corporate Giving Data, UAFacts Newsletter, Infofax.
- **Public Relations and Referrals**...Press Coverage, National Referral Service Network.
- **Special Services**...Speaker's Bureau, Research Assistance

More detailed information about Coalition services may be obtained from the American Council for the Arts.

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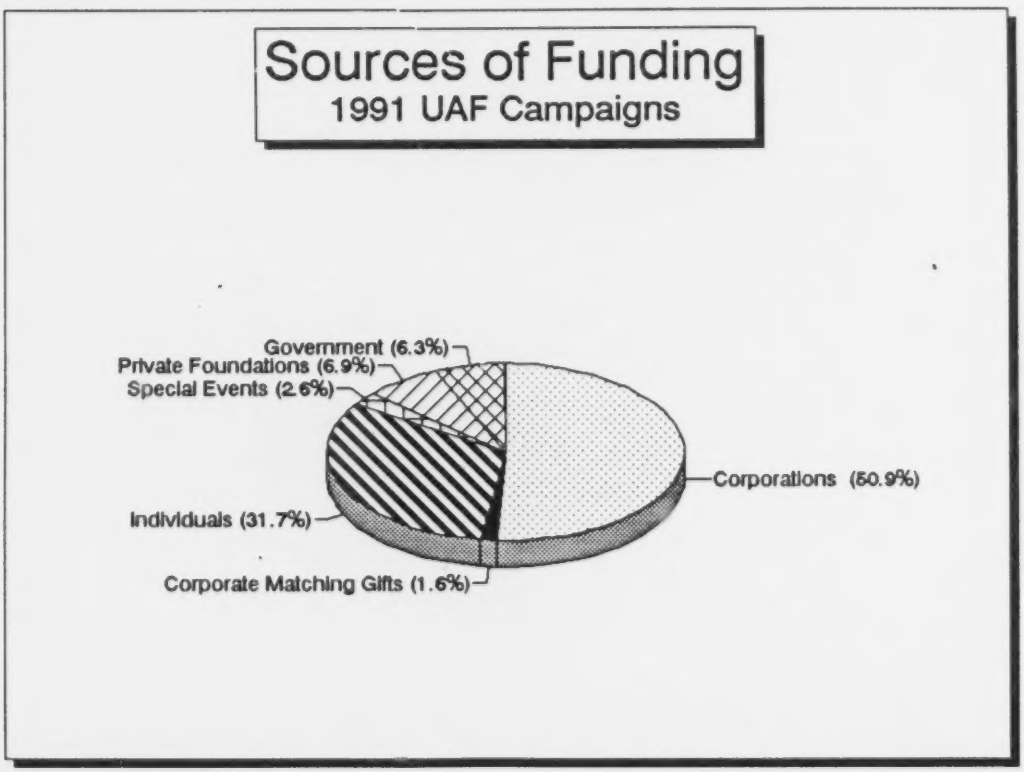
SECTION I: INTRODUCTION

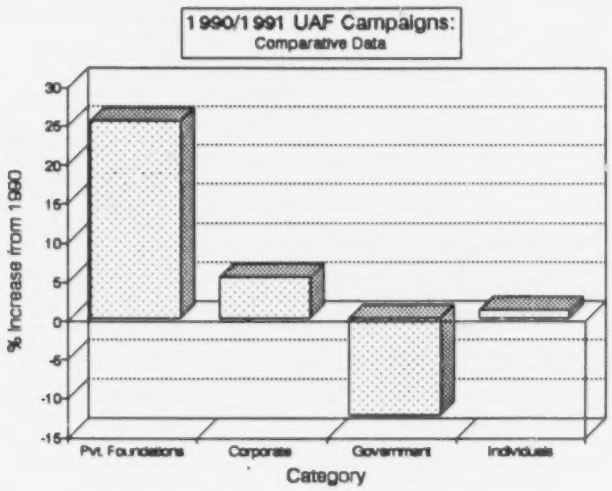
59 organizations participated in the 1991 united arts funds (UAFs) survey. Collectively, they raised $81.4 million for more than 1,000 arts and cultural groups. The total amount reported by 59 UAFs in 1991 was $2.5 million less than the amount reported by 63 UAFs in 1990. A comparison of the communities reporting in both years shows a decrease of $1.6 million or 2%. The decline in the overall total can be attributed to a steep decrease of over 2.5 million in the total raised by the Orlando campaign from 1990 to 1991.

UAFs are federated campaigns that raise money for the operating support of at least three separate arts organizations. Sources of support include corporations (50.9%), individuals (31.7%), government (6.3%), private foundations (6.9%), special events (2.6%), and corporate matching gifts (1.6%) (See Fig. 1).

While both fundraising techniques and allocation formulas vary from campaign to campaign, the underlying purpose of united arts fundraising is to raise more money for the arts with greater efficiency and at less cost than would otherwise be possible.

The results of the 1991 UAF campaigns are best illustrated by comparing the results to those reported by the same UAFs from the previous year. While corporate, individual, and government donations have decreased, private foundations and campaign special events increased significantly. (See Figure 2).

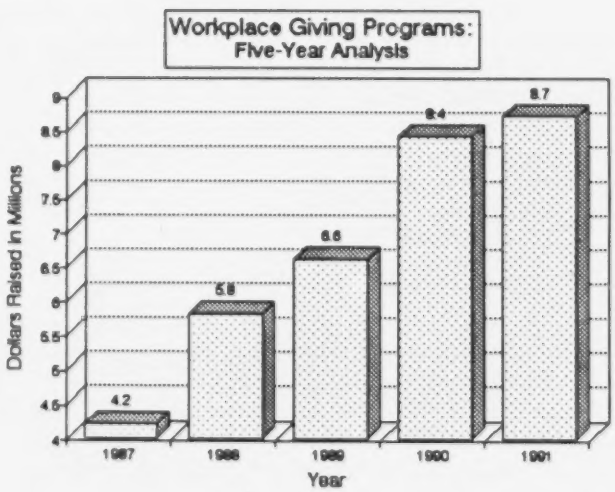




Individual donations come from direct mail, telemarketing, and workplace giving programs. In 1991, twenty-nine united arts funds conducted workplace giving programs for the arts and raised over $8.7 million from individuals at their place of work, representing a 4.8% increase over 1990 (See Fig. 3). These dollars from individuals are especially significant since they broaden the base of support and have a direct effect on audience development.

The UAF field has seen tremendous growth over the years. Since the first united arts fund was created in 1949, these organizations have grown in number at an accelerated pace, particularly since 1965 when 12 organizations raised a combined $2.5 million for the arts. By 1975, the number of united arts funds had grown to 31 and they raised $14.4 million; and by 1980 there were 48 UAFs that raised $25.7 million. In 1990, 63 UAFs were known to be in operation, and they reported raising over $83.9 million.

Each united arts fund is tailored to meet the unique needs and characteristics of the cultural groups it represents and the donor communities it solicits.



United arts funds vary widely in size and scope, ranging from annual campaigns of $43,000 in Rowan County, NC to the $16.3 million raised by the Music Center of Los Angeles County. They operate in communities as small as Jackson, TN (78,900) and as large as New York City.

Historically, the beneficiary organizations of united arts funds have been in some way restricted from individually soliciting support from the donors to the combined campaign. Indeed, the restrictions of many united arts funds in past years were such that fundraising for the arts in a community rested almost solely in the domain of the UAF.

However, as the support base for the arts has diversified, new policies have evolved. Today, restrictions on "outside fundraising" are virtually nonexistent in cities where UAFs no longer constitute the sole or even primary funding source for the member organizations. (Orlando is the only UAF that raises 100% of all contributed income to its member organizations.)

United arts funds can provide a central source of statistics and advocacy for all of the arts, thus enabling them to compete more effectively for funding against the aggressive efforts of social, health, and educational institutions. This is becoming increasingly important as donors shift their funding priorities to meet all of the needs of their communities.

The following report analyzes in detail the data received from 51 of the 63 united arts funds that conducted campaigns in 1991.

SECTION II: AN OVERVIEW OF UNITED ARTS FUNDS

Each united arts fund is uniquely structured to serve the needs of its community. The following is an overview of the various campaigns, policies, procedures and administrative characteristics of 51 UAFs.

TYPES OF CAMPAIGNS

Figure 4 summarizes the various types of donor groups solicited by UAFs. Of the 51 UAFs that provided information in this area, all included corporate and business gifts in their 1991 campaigns, 8 solicited only corporations, and 28 solicited individuals at their work place, up from 26 in 1990 and 20 in 1989. Payroll deduction programs were used to raise money for the arts in 23 communities.

Private foundations were solicited by 40 UAFs (78%), while government appeals were included in the campaigns of 14 (27%) UAFs. Finally, 13 UAFs (25%) conducted one or more special events to raise money for their campaigns. Exhibit C-2 provides more detailed information.

POLICIES AND PROCEDURES

1. Campaign Lengths and Schedules. The length of UAF campaigns ranges from several weeks to twelve months. The campaign length in 1991 most favored by UAFs, as indicated in Figure 5, was 9-13 weeks, the choice of 16 UAFs (31%). The next most frequently cited were 5-8 weeks (13 UAFs) and 48-52 weeks (8). Overall, a relatively brief campaign length was the preference of nearly two-thirds of the UAFs, with over half employing a campaign in the one-to-four month range. Exhibit B-3 provides a more detailed analysis.

FIGURE 4
Types of Campaigns

Types of Campaigns	No. UAFs
BUSINESS	
Corporate Only	8
Workplace Solicitation	28
Payroll Deduction	23
GOVERNMENT	
Included in Campaign	14
PRIVATE FOUNDATIONS	40
SPECIAL EVENTS	13

Source: Exhibit C-2 and C-7

FIGURE 5
UAF Campaign Schedules

Length (in weeks)	No. UAFs
1. 4 weeks or less	2
2. 5-8 weeks	13
3. 9-13	16
4. 14-17	2
5. 18-21	3
6. 22-26	1
7. 27-30	-
8. 31-34	-
9. 35-39	2
10. 40-43	1
11. 44-47	-
12. 48-52	8

Source: Exhibit B-1

2. Procedures Used to Distribute Funds. As evidenced in Figure 6, the predominant method (of 43 funds) for deciding allocation was review by the UAF board or board committee. Another methods includes review by independent committee. See Exhibit B-4 for an analysis of individual drives.

3. Solicitation Activities of UAF Beneficiaries. Almost all UAFs permit "outside fundraising" by their member arts groups. These policies vary widely, but two general observations can be made: (1) fund raising activities by beneficiary groups are prohibited or limited during the public portion of a UAF campaign; and (2) the most typical restriction is to prohibit solicitation of operating support from corporations which contribute to the UAF campaign. The trend in this area in recent years is to adopt increasingly flexible policies. A summary statement for each united arts fund can be obtained from the American Council for the Arts or from individual funds.

4. United Arts Fund Activities Other Than Fund Raising.

Nearly all united arts funds are engaged in activities besides fund raising (See Exhibit B-2). As shown in Figure 7, the most common of these are arts advocacy activities (38 UAFs), followed by running an arts council (34) and administering arts and arts education programs (25).

ADMINISTRATION

Exhibit B-3 provides a complete analysis of the staffing for 53 of the 63 united arts funds. On average, a united arts fund employs 6.0 persons, the same as in 1988. Average full-time staff remained at 4.0 persons in 1991. The average number of part-time staff registered was 2.0.

FIGURE 6
Procedure Used to Distribute Funds

Activity	No. UAFs
Rev'w by UAF Bd. or Bd. Com.	43
Rev'w by Indep. Com.	5
Rev'w by UAF Staff	-

Source: Exhibit B-1

FIGURE 7
Summary of Activities in Addition to Fundraising

Activity	No. UAFs
Arts Advocacy	38
Arts Council	34
Produce Arts Ed. Programs	25
Produce Arts Programs	23
Manage Arts Facility	15

Source: Exhibit B-2

SECTION III: CAMPAIGN ANALYSIS

Fifty-nine united arts funds reported raising over $81.4 million in 1991. Twenty-three campaigns topped the $1 million mark, led by The Music Center of Los Angeles County, which raised $16.3 million. The top ten UAFs for 1990 in total dollars raised is shown in Figure 8.

PER CAPITA GIVING

Thirty-five united arts funds had per capita giving--within their campaign area--exceeding $1.00, equal to the number in 1990. Twenty-one united arts funds notched per capita giving of $2.00 or more, led by Winston-Salem, NC, with $5.93 and followed by Charlotte, NC with $4.86. The average among all campaigns was $1.94, a decline over the $2.37 raised in 1990, but, continuing a strong upward movement from the $0.95 achieved in 1981. The top ten UAFs in campaign area per capita fund raising are shown in Figure 9. Both primary county and campaign area comparisons are made in Exhibit C-1.

FIGURE 8
Top Ten UAFs
in Total Dollars Raised

UAF	($000)
1. Music Center (LA)	16293.0
2. Milwaukee, WI	6250.0
3. Lincoln Center, NY	5317.6
4. Cincinnati, OH	5217.5
5. Orlando, FL	4919.2
6. Louisville, KY	4074.4
7. Atlanta, GA	3788.4
8. Birmingham, AL	2742.7
9. St. Louis, MO	2600.0
10. Charlotte, NC	2356.0

Source: Exhibit C-1

FIGURE 9
Top Ten UAFs in Campaign Area
Per Capita Giving

UAF	$
1. Winston-Salem, NC	5.93
2. Charlotte, NC	4.86
3. Wausau, WI	4.75
4. Orlando, FL	4.58
5. Louisville, KY	4.53
6. Birmingham, AL	4.21
7. Chattanooga, TN	4.18
8. Fort Wayne, IN	3.73
9. Milwaukee, WI	3.58
10. High Point, NC	3.54

Source: Exhibit C-1

COMPARISON TO THE UNITED WAY

In 1991, united arts funds raised an average of 11.5% of the total raised by their counterparts in local United Way campaigns (See Exhibit A-2), up slightly from the 10.7% registered in 1990. From 1977 to 1984, UAFs had gained an increasingly greater share of the charitable dollar, rising more than four percentage points from the 7.9% average registered in 1977. This percentage varied widely among UAFs in 1991, ranging from a high of 24.0% in Milwaukee, WI to a low of 1.6% in St. Paul, MN. The top ten campaigns in percentage raised compared to their United Way counterparts are shown in Figure 14.

COMPARISON TO THE 1990 CAMPAIGN

Giving reported by 59 united arts funds in 1991 marked a decrease of $2.5 million over that reported by 63 UAFs in 1990. Among the 59 UAFs for which data are available in both years, 28 showed decreases in giving over the previous year. Six UAFs had increases of 10% or more, while the average percentage decrease among all united arts funds was 2.0%, down from the 6.2% increase attained in 1990. Figure 11 shows the ten UAFs which achieved the greatest percentage increases over their 1990 campaigns (See Exhibit A-2 for a more detailed analysis).

FIGURE 10
Top Ten UAFs in Percentage Raised versus United Way

UAF	% of United Way
1. Milwaukee, WI	24.0
2. Louisville, KY	21.4
3. Ft. Wayne, IN	18.6
4. Music Center, (LA)	18.1
5. Birmingham, AL	15.2
6. Catawba County, NC	14.6
7. Battle Creek, MI	13.4
8. Winston-Salem, NC	13.3
9. Charlotte, NC	13.1
10. Cult Cntr (Can. OH)	13.0

Source: Exhibit A-2

FIGURE 11
Top Ten UAFs in Percentage Increase from 1990 Campaigns

UAF	% of 90 Camp.
1. Baton Rouge, LA	17.5
2. Asheville, NC	17.0
3. Battle Creek, MI	16.4
4. Wausau, WI	15.8
5. Lawton, OK	12.5
6. Harrisburg, PA	12.2
7. Erie, PA	9.4
8. Norfolk, VA	8.8
9. Chautauqua Cnty, NY	8.5
10. Louisville, KY	7.2

Source: Exhibit A-2

ACHIEVING THE 1991 CAMPAIGN GOAL

As summarized in Figure 12, 39 of the united arts campaigns achieved 90% of their goal or better. Thirty-two or 63% equaled or exceeded their goal, less than the 34 which did so in 1990. United arts funds as a group recorded an average percentage of goal raised of 96.2%, down slightly from the 98.7% recorded in 1990. Among the 26 UAFs that raised $500,000 or more, the average percentage of goal raised was 99.5%, down from the 103.4% raised in 1990. The average percentage among the 22 campaigns that raised less than $500,000 was 91.8%. The top ten performances by united arts funds in the percentage of goal raised is shown in Figure 13 (A 1991 performance summary is shown in Exhibit C-1).

FIGURE 12
Success of 1991 Drives

% of Goal Raised	No. UAFs
<90	12
90<95	7
95<100	7
100<105	17
105<110	5
>110	3

Source: Exhibit C-1

FIGURE 13
Top Ten UAFs in % of Goal Raised

UAF	% of Goal Raised
1. New Orleans, LA	145.0
2. Baton Rouge, LA	111.8
3. Battle Creek, MI	110.4
4. Birmingham, AL	109.7
5. Manchester, NH	107.5
6. Wasau, WI	105.6
7. Woodruff Cntr (GA)	105.2
8. Cincinnati, OH	102.6
9. Charleston, WV	101.9
10. Seattle, WA	101.5

Source: Exhibit C-1

ANALYSIS OF SOURCES OF CAMPAIGN FUNDS

There were six basic sources of funds for united arts campaigns in 1991: corporate, corporate matching gifts, individuals, private foundations, special events, and government. As shown in Exhibit C-2, the proportion raised from each varied dramatically among the campaigns. Among the three leading sources of funds--corporate, individuals and private foundations--the proportion for corporations ranged from 23.4% (Chattanooga, TN) to 100.0% (Lincoln Center, NY, Columbia, SC, Houston, TX, Manchester, NH); for individuals, from 0.2% (Hartford, CT) to 68.2% (Rapid City, SD); for private foundations, 0.1% (Raleigh, NC) to 38.2% (Omaha, NE). Additionally, although only 12 UAFs reported including government funds in their campaigns, these funds comprised 20% or more for 6 of these groups. Figure 14 shows the percentage of all money raised through united arts fundraising in 1991 from each of the six basic sources of funds. Corporate giving accounted for over half of the total funds raised from united arts fundraising (50.9%), similar to the 50.4% recorded in 1990. The proportion of individual giving (31.7%) increased slightly from the 32.7% recorded in 1990. Private foundation giving recorded a 6.9% share in 1991. Government support accounted for a 6.3% share, down from the 7.5% recorded in 1990. Special events rose to 2.6% from the 2.3% recorded in 1990.

FIGURE 14
Analysis of Contribution Sources

Source	($000)	%
Corporate	40906.1	50.9
Individuals	25494.7	31.7
Pvt. Fndns.	5575.5	6.9
Government	5075.0	6.3
Special Events	2082.0	2.6
Corp. Mat. Gift	1255.6	1.6
TOTAL	80388.9	100.0

Source: Exhibit C-2

BUSINESS GIVING

In 1991, 54 UAFs reported contributions from business totaling $40.9 million. Los Angeles and Lincoln Center led the way for business giving, collecting $6.1 million and $5.3 million respectively for their UAF campaigns. The top ten UAFs in business giving are shown in Figure 15. Of the 54 UAFs which reported the data, 14,513 gifts were received from business. The mean UAF average business gift was $4,663, up from the $3,470 and $3,701 achieved in 1990 and 1989, respectively. New Orleans, LA led all UAFs with an annual average business gift of $35,788, followed by Seattle, WA ($34,970) and Norfolk, VA ($28,370) (See Exhibit C-3).

FIGURE 15
Top Ten UAFs in Total Dollars Raised from Business

UAF	$000
1. Music Center (LA)	6075.7
2. Lincoln Center, NY	5317.7
3. Woodruff Cntr, (GA)	2876.6
4. Milwaukee, WI	2691.6
5. Seattle, WA	1923.6
6. Orlando, FL	1779.7
7. Cincinnati, OH	1648.3
8. Louisville, KY	1534.8
9. St. Louis, MO	1398.8
10. Hartford, CT	1318.0

Source: Exhibit C-3

INDIVIDUAL GIVING

Individuals accounted for $25.5 million contributed to 41 UAF campaigns, up 1.0% from the $25.2 million to 39 UAFs in 1990. The Music Center of Los Angeles County led the way in this category, garnering $7.5 million, followed by Cincinnati with $3.0 million. The top ten UAFs in individual giving are shown in Figure 16.

FIGURE 16
Top Ten UAFs in Total Dollars Raised from Individuals

UAF	$000
1. Music Center (LA)	7476.0
2. Cincinnati, OH	2976.7
3. Milwaukee, WI	2888.2
4. Louisville, KY	2175.7
5. Charlotte, NC	1312.7
6. Orlando, FL	1048.9
7. St. Louis, MO	1013.0
8. Dayton, OH	691.7
9. Winston-Salem, NC	563.6
10. Oklahoma City, OK	510.0

Source: Exhibit C-4

Forty-one UAFs collectively reported receiving 204,752 gifts compared with 234,107 gifts reported by 39 UAFs in 1990. A summary of individual giving by category is shown in Exhibit C-6.

Gifts from Professionals. As shown in Exhibit C-6, attorneys were the leading source of professional gifts to UAFs, with 24 campaigns reporting 4,626 gifts totaling $823,300. Physicians came next, raising $688,800 from 4,930 gifts by 19 UAFs, up from $570,100 in 1990.

Milwaukee led all UAFs in gifts in from attorneys (1,321). Cincinnati was tops in physicians (1,307), realtors (1,688), architects (381), and investment professionals (65,700). Milwaukee headed the list in dollars raised from attorneys ($215,000) and physicians ($133,000). Charlotte led the way with accountants ($106,200) and teachers ($130,800).

Figure 17 shows the average professional gift among all UAFs.

FIGURE 17
Mean Average UAF Gift Size for Professional Giving

Category of Professional	Avg. Gift
Physicians	135.7
Attorneys	178.0
Accountants	161.4
Invest. Prof'ls	189.4
Realtors	52.6

Source: Exhibit C-6

WORKPLACE GIVING. Twenty-nine UAFs carried out some form of employee giving program--workplace solicitation or payroll deduction--as part of their campaigns in 1991. Overall, $8.7 million was raised through workplace giving from 151,678 gifts, a 4% gain over the $8.4 million raised in 1990 from 145,718 gifts and the $5.8 million from 121,265 gifts in 1989. Cincinnati led the way with $2.1 million (See Figure 18) from 32,950 gifts followed by Louisville ($1.6 million from 27,195 gifts) and Charlotte ($1.2 million from 27,000 gifts). In 1991, over 1,709 businesses nationwide conducted workplace giving programs. A detailed analysis of workplace giving appears in Exhibit C-5.

FIGURE 18
Top Ten UAFs in Total Dollars Raised from Workplace Giving

UAF	$000
1. Cincinnati, OH	2073.3
2. Louisville, KY	1575.2
3. Charlotte, NC	1181.5
4. Milwaukee, WI	1027.0
5 St. Louis, MO	619.9
6. Winston-Salem, NC	551.8
7. Atlanta, GA	290.6
8. Fort Wayne, IN	243.0
9. Birmingham, AL	241.0
10. St. Paul, MN	222.0

Source: Exhibit C-5

PRIVATE FOUNDATION GIVING

As detailed in Exhibit C-4, $5.6 million was raised by 36 UAFs from private foundations, up from $4.4 million raised in 1990. Gifts increased in 1991 from 319 to 472. The mean average gift rose in 1991 to $16,780, increasing from $13,749 in 1990. Figure 19 shows the top ten UAFs in dollars raised from private foundations.

FIGURE 19
Top Ten UAFs in Total Dollars Raised from Private Foundations

UAF	$000
1. Music Center (LA)	1119.0
2. Omaha, NE	655.2
3. Cincinnati, OH	421.4
4. Chattanooga, TN	345.2
5. Atlanta, GA	282.5
6. St. Paul, MN	257.9
7. New Orleans, LA	257.0
8. Ft. Worth, TX	247.5
9. Ft. Wayne, IN	244.6
10. Dayton, OH	211.2

Source: Exhibit C-4

GOVERNMENT SUPPORT

Government grants totaling $5.1 million were reported as part of the campaigns of 12 UAFs, down from $5.2 million in 1990 and $5.0 million in 1989. City support accounted for $2.2 million among 9 UAFs, with over half accounted for by Birmingham ($822,600) and Orlando ($405,700). Ten UAFs reported support totaling $2.2 million from county government, led by Orlando ($877,300) and Westchester County, NY ($360,000). A full analysis of government support to UAFs is presented in Exhibit C-8.

SECTION IV: USES OF FUNDS

As shown in Figure 20, $84.2 million was disbursed in 1991. Of this total, $67.4 million was allocated to arts and cultural institutions for general operating support. An additional $3.3 million was awarded to arts organizations in the form of project grants.

As in 1990, resources in 1991 were predominantly allocated to meet current needs. $2.5 million was placed in reserve to cover bad debts. $8.1 million was used to cover UAF costs.

FIGURE 20
Summary of Uses of Funds

Use	($000)	%
Arts Support:		
Gen. Oper. Support	67448.4	80.1
Project Grants	3349.9	4.0
Other	1268.7	1.5
Other:		
UAF Costs	8050.1	9.6
Reserve/Bad Debt	2520.0	3.0
Other	1551.7	1.8
TOTAL	84189.3	100.0

Source: Exhibit D-1

ANALYSIS OF ALLOCATIONS

General Operating Support. Of the 40 UAFs which provided detailed allocation breakdowns, it was found that 622 arts and cultural organizations received operating support totaling $65.4 million from 1991 united arts fund campaigns.

Symphonies received the greatest proportion of UAF allocations, 29.8%. Theaters came next with 16.6%, followed by operas (14.5%) and museums (11.8%). (See Figure 21 and Exhibits D-2 through D-8).

FIGURE 21
Summary of Allocations of Funds

Type of Organization	No. Funded	Total Allocated (in millions)	Avg. Allocation	% of UAF Funds Allocated*
Symphonies	60	19,508.3	433.5	29.8
Theaters	117	10,858.2	252.5	16.6
Operas	28	9,510.0	399.6	14.5
Museums	56	7,713.3	241.0	11.8
Dance	53	5,460.4	151.7	8.3
Misc. Music	108	3,474.2	92.3	5.3
Arts Councils	29	2,835.4	126.2	4.3
Arts Education	34	1,651.5	97.1	3.6
Other	34	1,229.5	43.9	2.0
Misc. Vis. Arts	38	1,044.5	42.4	1.6
Misc. Cultural	39	1,031.1	54.9	1.5
Festivals	20	303.3	24.0	.5
TOTAL	616	64,619.7	104.9	100.0

Source: Exhibits D-2 to D-8

* Please note that this is the percentage of all UAF funds allocated. For average allocations per category, see Exhibits D-3 through D-8.

EXHIBITS

EXHIBIT A
Comparative Data

A-1	A Ten-Year History of United Arts Funds	14
A-2	Comparative Summary: United Way and Prior Year	15

EXHIBIT A-1: TEN-YEAR HISTORY OF UNITED ARTS FUNDS

Amounts shown in $000

United Arts Fund	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991
Albany, GA	na	na	na	na	na	57.1	57.1	na	66.0	61.2
Asheville, NC	-	103.1	122.8	126.8	126.8	136.7	140.2	145.2	109.0	127.5
Atlanta, GA	1623.0	2305.0	2305.0	2550.0	2700.0	3200.0	3200.0	3333.0	3810.7	3788.3
Baton Rouge, LA	-	-	-	-	-	440.7	401.2	429.7	485.2	570.3
Battle Creek, MI	122.0	120.0	na	112.0	129.1	173.2	170.5	180.0	318.8	371.0
Broome County, NY		295.0	312.2	-	-	415.0	455.0	497.5	476.8	465.7
Birmingham, AL	-	-	-	-	1382.0	1230.2	2005.0	2602.8	3009.0	2742.7
Canton, OH	339.1	340.5	385.5	385.5	398.3	430.7	459.9	504.6	552.0	584.9
Catawba Cnty, NC	-	203.0	2861.4c	309.0	na	308.0	290.0	262.6	266.5	249.7
Charleston, WV	-	262.0	345.0	375.2	384.1	445.8	483.0	465.7	477.3	509.5
Charlotte, NC	1022.9	1150.0	1267.0	1372.0	1550.0	1713.0	1903.3	2125.0	2315.0	2356.0
Chattanooga, TN	na	na	1728.5	825.0	902.4	987.4	1021.0	1081.8	1180.5	1206.3
Chautauqua Cnty, NY	-	na	na	183.0	216.0	216.0	222.3	235.0	235.1	255.0
Cincinnati, OH	3000.0	3300.0	3500.0	3750.0	4022.8	4233.0	4519.4	4880.8	5116.1	5127.5
Columbia, SC	-	-	-	420.0	450.0	na	410.0	458.0	483.0	500.8
Columbus, IN	82.6	81.9	89.9	94.5	99.3	na	111.3	126.1	135.0	129.8
Corp. Theatre, NY	na	na	281.0	327.1	397.0	315.9	250.0	250.8	275.0	na
Dayton, OH	569.3	752.1	840.0	1105.0	1223.0	1489.4	1410.9	(e)	1452.8	1506.8
Duluth, MN	184.9	180.0	180.4	173.4	185.5	178.1	183.4	252.0	245.8	241.1
Durham, NC	185.8	201.3	177.0	217.0	240.9	na	265.0	303.8	267.6	248.2
Dutchess County, NY	120.1	147.8	180.7	215.5	230.7	252.3	274.1	282.5	269.6	252.6
Erie, PA	na	na	182.5	185.2	na	196.1	203.0	212.6	212.0	232.0
Fort Wayne, IN	380.0	407.7	526.7	650.0	849.2	872.0	1001.0	1072.6	1121.5	1122.1
Fort Worth, TX	994.5	1125.0	1207.0	1309.6	1317.3	1072.6	1180.3	1251.6	1395.0	1215.0
Fund for Art Col, NY	-	-	-	168.0	-	na	123.0	-	-	-
Goldsboro, NC	32.7	na	25.0	25.0	24.0	25.6	31.1	na	na	-
Grand Rapids, MI	na	na	na	na	na	na	372.6	356.5	368.0	307.0
Greensboro, NC	na	na	na	na	na	na	684.9	730.7	691.9	592.8
Jackson, TN	na	na	na	na	na	78.0	85.6	100.0	100.0	87.1
Harrisburg, PA	-	-	-	-	205.0	215.0	230.0	314.8	380.0	426.2
Hartford, CT	1000.0	1240.0	1240.0	1311.0	1418.0	1500.0	1607.3	1586.6	1462.1	1320.4
High Point, NC	72.8	178.0	173.2	147.2	166.6	192.6	231.9	235.8	239.1	247.9
Houston, TX	907.0	1000.0	1098.5	882.9	na	530.5	510.6	na	344.0	325.8
LaCrosse, WI	na	na	na	na	na	na	na	na	145.0	na
Lancaster, SC	-	-	-	54.5	na	na	45.7	na	na	na
Lawton, OK	81.4	80.0	na	na	71.1	72.3	75.9	77.8	78.4	86.3
Lexington, KY	na	na	na	na	na	na	420.0	420.6	400.0	656.6
Lexington, NC	-	-	-	35.0	20.8	21.0	23.0	54.1	71.0	64.8
Lincoln Center, NY	3567.6	3612.6	4301.1	4620.6	5137.0	5011.3	5181.9	5593.5	5676.0	5317.6
Lincoln, NE	33.0	36.0	-	-	-	-	-	-	-	-
Louisville, KY	1431.6	1607.0	1835.9	2123.0	2473.2	2701.0	3075.0	3401.0	3800.0	4074.4
Manchester, NH	131.2	111.1	134.6	132.0	164.4	185.5	159.8	145.0	129.0	129.0
McPherson, KS	na	na	na	na	na	na	16.0	na	na	na
Memphis, TN	639.0	719.6	1117.2	1164.9	1327.5	1422.3	1572.0	1642.3	1751.4	1813.0
Milwaukee, WI	2450.0	2490.5	2531.0	3000.8	4019.6	4901.3	5110.8	5513.8	5906.8	6250.0
Mobile, AL	101.0	157.0	206.5	227.0	230.0	254.0	286.7	305.1	296.8	287.0
Music Center (L.A.)	5389.9	5711.6	7637.5	8514.0	9778.9	12700.2	13025.0	14264.5	15347.5	16292.0
Natl Fund/Dance, NY	500.1	546.3	565.1	505.0	543.5	454.1	385.9	na	349.5	na
New Orleans, LA	-	-	-	-	-	-	-	1126.0	1761.9	1449.8
Newton, MA	na	na	na	na	na	na	na	na	111.6	111.3
Norfolk, VA	-	-	-	-	-	-	471.1	506.6	542.7	590.6
Omaha, NE	-	1485.6	1489.1	1500.0	1862.7	1812.6	1882.2	1733.0	1726.1	1748.4
Oklahoma City, OK	1165.0	1080.0	1100.5	1200.0	1250.0	1147.1	1073.4	1100.8	1232.0	1200.2
Orlando, FL	-	1087.8	1275.3	1551.9	1571.4	1502.4	1753.1	6870.0	7010.0	4919.2
Parkersburg, WV	39.4	45.0	51.5	68.2	151.4	234.6	255.0	271.1	285.2	na
Raleigh, NC	na	na	na	na	na	na	370.1	410.0	470.7	478.9
Rapid City, SD	55.8	52.8	na	53.0	na	72.2	70.6	77.4	86.4	86.6
Reading Musical Fndn.	na	na	na	na	na	na	na	na	140.0	128.1
Rockland County, NY	-	-	-	-	-	-	-	-	94.0	64.0
Rock Hill, SC	-	-	-	-	-	-	-	-	-	53.7
Rowan County, NC	31.0	31.4	35.6	39.7	na	45.4	40.1	na	44.0	43.0
San Diego, CA	467.3	1627.7b	543.1	560.4	634.6	na	na	na	na	na
Seattle, WA	922.5	1162.0	1238.9	1293.6	1356.0	1372.0	1397.0	1499.4	1840.2	1928.8
Springfield, MA	400.0	413.0	na	410.0	na	na	na	na	na	na
St. Joseph, MO	67.0	71.2	80.8	86.0	97.6	108.0	125.4	136.2	152.0	162.6
St. Louis, MO	2095.0	2243.7	2128.2	2175.1	2278.0	2370.4	2486.0	2508.3	2526.4	2600.0
St. Paul, MN	1404.4	1500.4	1659.0	1686.6	1221.6	1220.9	1282.0	1240.0	1164.1	1012.9
Tompkins Cnty, NY	43.4	43.5	36.0	30.6	25.0	30.6	30.0	-	-	-
Utica, NY	-	56.0	56.5	59.8	61.1	61.1	62.0	na	50.0	na
Wausau, WI	na	na	na	na	na	na	122.0	137.0	164.1	190.1
Westchester Cnty, NY	500.8	512.0	613.0	705.0	na	902.0	907.1	1003.0	1010.0	900.0
Winston-Salem, NC	7369.4a	848.5	1040.0	1206.7	1256.2	1330.9	1434.7	1581.7	1603.4	1561.0
TOTAL	32132.9d	39275.0	45828.3	50222.3	54149.6	60618.3	67643.0	75894.1	83853.8	81395.1

(a) Figure shows cumulative totals from three-year combined UAF/capital fund drive. (b) San Diego has changed its reporting practices and government funds were not included in its public 1984 campaign as opposed to the 1983 campaign. (c) Catawba County raised money for a capital fundraising campaign. For comparative purposes, $323.5 was raised for the annual 1984 campaign. (d) Total does not include figures referred to in footnote (a). (e) Dayton changed their public campaign from the fall to the spring; during this transition, they did not conduct a formal campaign in 1989. (na) Not available.

EXHIBIT A-2: COMPARATIVE SUMMARY

United Arts Fund	1991 Total Raised $ 000	1990 Total Raised $ 000	% Change	Rank by % Change	1990 United Way	% UAF / United Way	Does UW Camp. Area Differ From UAF's?(c)
Music Center (L.A.)	16292.0	15357.5	6.1	13	90000	18.1	yes
Milwaukee, WI	6250.0	5908.8	5.8	15	26012	24.0	yes
Lincoln Center (NY)	5317.6	5876.6	-9.5	47	na	na	na
Cincinnati, OH	5127.5	5116.1	0.2	28	43300	11.8	no
Orlando, FL	4919.2	7017.7	-29.9	56	12107	40.6	no
Louisville, KY	4074.4	3800.0	7.2	10	19000	21.4	yes
Woodruff Center (Atlanta)	3788.3	3610.7	4.9	16	54000	7.0	yes
Birmingham, AL	2742.7	3009.0	-8.9	45	18100	15.2	yes
St. Louis, MO	2600.0	2528.4	2.8	22	50780	5.1	no
Charlotte, NC	2356.0	2315.0	1.8	24	18000	13.1	yes
Seattle, WA	1928.8	1840.2	4.8	17	45000	4.3	yes
Memphis, TN	1813.0	1751.4	3.5	21	19132	9.5	yes
Omaha, NE	1748.4	1726.1	1.3	26	14262	12.3	no
Winston-Salem, NC	1581.0	1603.4	-1.4	32	11892	13.3	no
Dayton, OH	1508.8	1452.6	3.9	18	20211	7.5	yes
New Orleans, LA	1449.8	1761.9	-17.7	55	18000	8.1	no
Hartford, CT	1320.4	1482.1	-10.9	49	26500	5.0	no
Fort Worth, TX	1215.0	1395.0	-12.9	50	16000	7.6	no
Chattanooga, TN	1206.3	1180.5	2.2	23	10000	12.1	yes
Oklahoma City, OK	1200.2	1232.0	-2.6	37	na	na	
Fort Wayne, IN	1122.1	1121.5	0.1	29	6030	18.6	no
St. Paul, MN	1012.9	1164.1	-13.0	51	64400	1.6	yes
Westchester, NY	900.0	1010.0	-10.9	48	15417	5.8	yes
Lexington, KY	656.6	650.0	1.0	27	6387	10.3	yes
Greensboro, NC	592.8	691.9	-14.3	52	9200	6.4	no
Norfolk, VA	590.6	542.7	8.8	8	16700	3.5	no
Cult'l Center (Canton, OH)	584.9	552.0	6.0	14	4500	13.0	yes
Baton Rouge, LA	570.3	485.2	17.5	1	9512	6.0	no
Charleston, WV	509.5	477.3	6.7	12	na	na	na
Columbia, SC	500.8	483.0	3.7	19	6000	8.3	yes
Raleigh, NC	478.9	470.7	1.7	25	10300	4.6	no
Broome County, NY	465.7	476.6	-2.3	36	4839	9.6	no
Harrisburg, PA	426.2	380.0	12.2	6	6903	6.2	no
Battle Creek, MI	371.0	318.6	16.4	3	2765	13.4	yes
Houston, TX	325.8	344.0	-5.3	41	na	na	yes
Grand Rapids, MI	307.0	368.0	-16.6	54	9000	3.4	yes
Mobile, AL	287.0	298.7	-3.9	39	na	na	
Chautauqua Cnty, NY	255.0	235.1	8.5	9	na	na	
Dutchess County, NY	252.6	269.6	-6.3	42	na	na	
Catawba County, NC	249.7	266.5	-6.3	42	1706	14.6	no
Durham, NC	248.2	259.8	-4.5	40	na	na	
High Point, NC	247.9	239.2	3.6	20	2306	10.8	yes
The Depot (Duluth, MN)	241.1	245.8	-1.9	33	1900	12.7	yes
Erie, PA	232.0	212.0	9.4	7	5200	4.5	no
Wausau, WI	190.1	164.2	15.8	4	1735	11.0	no
St. Joseph, MO	162.6	152.0	7.0	11	na	na	no
Columbus, IN	129.8	135.0	-3.9	38	na	na	
Manchester, NH	129.0	129.0	0.0	30	2600	5.0	no
Reading Musical Fndn, PA	128.1	141.0	-9.1	46	na	na	na
Asheville, NC	127.5	109.0	17.0	2	na	na	
Newton, MA	111.3	111.6	-0.3	31	na	na	
Lawton, OK	88.3	78.5	12.5	5	1033	8.5	yes
Jackson, TN	87.1	103.2	-15.6	53	na	na	no
Rapid City, SD	86.6	88.4	-2.0	34	860	10.1	no
Lexington, NC	64.8	71.0	-8.7	44	1200	5.4	no
Rockland County, NY	64.0	94.0	-31.9	57	6000	1.1	no
Albany, GA	61.2	66.0	-7.3	43	1500	4.1	yes
Rock Hill, SC	53.7	na	na	na	725	7.4	no
Rowan County, NC	43.0	44.0	-2.3	35	na	na	no
LaCrosse, WI							
Utica, NY							
Corp Theatre Fund, NY							
Natl Corp Fund/Dance, NY							
Parkersburg, WV							
TOTAL	$81,395.1	$83,014.2	-2.0			11.5	

(na) Not available.

EXHIBIT B
Policies and Procedures

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EXHIBIT B-1: GENERAL UAF INFORMATION

United Arts Fund	Year UAF Started	First UAF Campaign	Length of Campaign (in weeks)	# on Bd. of Dir.	Mem. Org on Bd. (a)	Vary in Funding	Who Decides on Mem. Orgs. (b)	Voting Rights(c)	# UAF on Board (d)
Music Center (L.A.)	1964	1968	52	69	vp	no	uaf	yes	6
Milwaukee, WI	1967	1967	40	50	vp,o	yes	uaf,ic	na	na
Lincoln Center (N.Y.)	1959	1969	52	32	o	no	bc	na	na
Cincinnati, OH	1927	1949	11	32	vp	no	uaf	yes	8
Orlando, FL	1988	1989	12	26	no	no	uaf	na	no
Louisville, KY	1949	1949	16	70	no	no	uaf	na	na
Woodruff Center (Atlanta)	1963	1965	18	72	vp,o	no	o	yes	41
Birmingham, AL	1986	1986	52	36	o	no	bc,o	yes	no
St. Louis, MO	1963	1963	18	103	vp	no	uaf	no	no
Charlotte, NC	1958	1959	6	40	vp	no	uaf	yes	9
Seattle, WA	1969	1970	52	58	no	yes	uaf, bc	na	no
Memphis, TN	1963	1964	52	41	no	no	uaf	no	no
Omaha, NE	1982	1983	52	28	no	no	uaf	no	no
Winston-Salem, NC	1949	1958	12	33	no	no	o	na	na
Dayton, OH	1974	1974	7	60	vp	yes	uaf	yes	no
New Orleans, LA	1989	1989	52	10	vp	no	uaf	no	no
Hartford, CT	1971	1972	6	66	o	yes	uaf,bc	no	6
Fort Worth, TX	1963	1964	8	35	vp	no	uaf	yes	8
Chattanooga, TN	1969	1970	36	25	no	no	uaf	na	no
Oklahoma City, OK	1971	1972	8	55	vp	no	uaf	na	no
Fort Wayne, IN	1955	1958	12	29	no	no	uaf,o	na	na
St. Paul, MN	1954	1959	na	27	vp	yes	uaf, bc	na	na
Westchester, NY	1965	1975	16	47	vp	yes	uaf,bc,o	yes	4
Lexington, KY	1984	1985	8	39	vp,o	no	ic	yes	no
Greensboro, NC	1962	1988	14	46	vp	no	uaf	yes	8
Norfolk, VA	1987	1988	na	3	no	yes	o	na	na
Cultural Center (Canton, OH)	1964	1974	4	20	vp,m	no	uaf	yes	5
Baton Rouge, LA	1973	1986	24	21	no	yes	ic	na	na
Charleston, WV	1981	1981	12	42	vp	no	bc	no	1
Columbia, SC	1984	1984	8	65	no	no	bc	na	na
Raleigh, NC	1983	1988	9	30	no	yes	uaf,bc	na	no
Broome County, NY	1986	1987	8	25	no	no	bc	yes	no
Harrisburg, PA	1984	1985	12	30	no	yes	uaf	na	no
Battle Creek, MI	1964	1964	8	15	no	yes	bc	na	na
Houston, TX	1974	1974	52	38	vp	no	uaf	yes	10
Grand Rapids, MI	1968	1972	35	26	vp,m	no	uaf	na	na
Mobile, AL	1955	1961	6	37	vp	no	uaf	yes	4
Chautauqua Cnty, NY	1985	1985	12	16	no	no	uaf	na	na
Dutchess County, NY	1964	1980	12	26	vp	no	uaf	na	na
Catawba County, NC	1979	1983	6	24	vp	no	ic	yes	no
Durham, NC	1954	1954	17	42	o	no	bc	na	na
High Point, NC	1966	na	18	29	no	no	o	na	na
The Depot (Duluth, MN)	1973	1976	10	24	vp	no	uaf	na	8
Erie, PA	1960	1966	12	39	vp	yes	uaf,bc	na	na
Wausau, WI	1972	1976	na	21	no	no	uaf	na	na
St. Joseph, MO	1963	1982	7	40	vp	yes	bc	yes	15
Columbus, IN	1974	1975	8	25	vp	no	uaf	na	na
Manchester, NH	1976	na	12	24	vp	no	uaf,bc	yes	3
Reading, PA	1926	1926	12	35	vp	no	uaf	na	na
Asheville, NC	1979	1982	6	na	vp	no	bc	na	na
Newton, MA									
Lawton, OK	1977	1977	2	20	vp,m	no	uaf	no	no
Jackson, TN	1967	1970	12	54	no	yes	uaf	no	no
Rapid City, SD	1971	1971	8	17	vp	no	uaf	yes	no
Lexington, NC	1976	1983	12	18	vp	yes	uaf	yes	na
Rockland County, NY	1989	1990	12	17	vp	no	uaf,bc	yes	no
Albany, GA	1976	1984	6	45	vp	no	bc	no	no
Rock Hill, SC	1991	1991	12	12	vp	no	uaf	yes	yes
Rowan County, NC	1977	1981	4	18	no	yes	ic	na	na
Utica, NY	1983	1983	na	na	na	na	na	na	na
Corp Theatre Fund, NY	1978	na	na	28	no	yes	o	na	na
Natl Corp Fund/Dance	1973	1973	52	22	vp	yes	uaf	yes	no
Parkersburg, WV	1966	1967	52	40	no	no	uaf	na	na
Average			18	37					

(a) In what capacity are the arts organizations to which you provide general operating support represented on your board? vp=volunteer president or other board member; m=manager; o=other.

(b) Who decides on your qualifying organizations? uaf=uaf board of trustees; bc=board committee; ic=independent committee; staff=uaf staff; o=other. (c) Do member organizations have voting rights on the uaf board?

(d) How many, if any, member organizations are represented on the uaf board? (na) Not available or not applicable.

EXHIBIT B-2: ANALYSIS OF ACTIVITIES IN ADDITION TO FUNDRAISING

United Arts Fund	Arts Council	Facility Manager	Arts Programs	Arts Education	Arts Advocacy	Other
Music Center (L.A.)	yes	no	yes	yes	no	no
Milwaukee, WI	no	no	no	no	no	no
Lincoln Center (N.Y.)	no	yes	yes	yes	yes	no
Cincinnati, OH	no	no	no	no	yes	yes
Orlando, FL	yes	no	no	yes	yes	no
Louisville, KY	yes	yes	yes	no	yes	no
Woodruff Center (Atlanta)	yes	yes	no	no	no	yes
Birmingham, AL	yes	no	no	no	yes	no
St. Louis, MO	no	no	no	yes	yes	no
Charlotte, NC	yes	no	yes	yes	yes	no
Seattle, WA	no	no	no	no	yes	no
Memphis, TN	yes	no	no	yes	yes	yes
Omaha, NE	no	no	no	no	no	no
Winston-Salem, NC	yes	yes	yes	yes	yes	yes
Dayton, OH	no	no	no	no	yes	yes
New Orleans, LA	no	no	no	no	no	no
Hartford, CT	yes	yes	no	no	yes	yes
Fort Worth, TX	yes	no	yes	yes	yes	no
Chattanooga, TN	yes	no	no	yes	yes	yes
Oklahoma City, OK						
Fort Wayne, IN	yes	yes	yes	yes	yes	yes
St. Paul, MN	yes	no	no	no	yes	yes
Westchester, NY	yes	no	no	yes	yes	yes
Lexington, KY	yes	yes	yes	no	yes	no
Greensboro, NC	yes	yes	yes	no	yes	yes
Norfolk, VA	no	no	no	no	no	no
Cultural Center (Canton)	no	yes	yes	yes	yes	no
Baton Rouge, LA	yes	yes	no	yes	yes	no
Charleston, WV	no	no	no	no	no	no
Columbia, SC	yes	no	yes	no	yes	no
Raleigh, NC	yes	no	yes	yes	yes	no
Broome County, NY	yes	no	no	no	yes	no
Harrisburg, PA	no	no	no	no	no	no
Battle Creek, MI	yes	no	no	yes	yes	no
Houston, TX	no	no	no	no	no	no
Grand Rapids, MI	yes	no	yes	no	yes	no
Mobile, AL	yes	no	no	no	yes	no
Chautauqua Cnty, NY	yes	no	yes	no	yes	no
Dutchess County, NY	yes	no	yes	yes	yes	no
Catawba County, NC	yes	yes	no	no	yes	yes
Durham, NC	no	yes	yes	yes	no	no
High Point, NC	yes	no	yes	yes	yes	yes
Duluth, MN	no	yes	yes	yes	no	no
Erie, PA	yes	no	no	no	yes	no
Wausau, WI	yes	yes	yes	yes	yes	no
St. Joseph, MO	yes	no	yes	yes	yes	no
Columbus, IN	yes	no	yes	no	yes	no
Manchester, NH	yes	no	yes	yes	no	no
Reading Musical Fndn, PA	no	no	yes	yes	yes	yes
Asheville, NC	yes	no	yes	no	yes	no
Newton, MA	yes	no	yes	yes	no	no
Lawton, OK	no	no	yes	no	no	no
Jackson, TN	yes	no	yes	no	yes	no
Rapid City, SD	yes	yes	yes	yes	yes	yes
Lexington, NC	yes	yes	yes	yes	yes	no
Rockland County, NY	yes	no	no	yes	yes	no
Albany, GA	yes	no	yes	no	yes	no
Rock Hill, SC	na	na	na	na	na	na
Rowan County, NC	yes	no	yes	yes	yes	no
LaCrosse, WI	yes	no	yes	no	yes	no
Utica, NY	yes	no	yes	yes	no	no
Corp Theatre Fund, NY	no	no	yes	no	no	no
Natl Corp Fund/Dance	yes	no	yes	no	yes	no
Parkersburg, WV						
TOTAL	34	15	23	25	38	15

(na) Not available.

EXHIBIT B-3: UAF PERSONNEL

United Arts Fund	Full Time	Part Time
Music Center (L.A.)	25	12
Milwaukee, WI	14	6
Lincoln Center (N.Y.)	5	-
Cincinnati, OH	9	4
Orlando, FL	5	1
Louisville, KY	8	-
Woodruff Center (Atlanta)	3	2
Birmingham, AL	2	1
St. Louis, MO	11	-
Charlotte, NC	4	2
Seattle, WA	5	1
Memphis, TN	2	1
Omaha, NE	1	2
Winston-Salem, NC	4	2
Dayton, OH	6	-
New Orleans, LA	na	na
Hartford, CT	2	3
Fort Worth, TX	3	2
Chattanooga, TN	4	-
Oklahoma City, OK	4	-
Fort Wayne, IN	2	0
St. Paul, MN	5	1
Westchester, NY	2	-
Lexington, KY	3	-
Greensboro, NC	2	2
Norfolk, VA	-	1
Cultural Center (Canton)	5	1
Baton Rouge, LA	1	4
Charleston, WV	2	-
Columbia, SC	3	1
Raleigh, NC	5	1
Broome County, NY	2	-
Harrisburg, PA	2	1
Battle Creek, MI	5	2
Houston, TX	2	-
Grand Rapids, MI	1	1
Mobile, AL	na	na
Chautauqua Cnty, NY	na	na
Dutchess County, NY	4	-
Catawba County, NC	3	1
Durham, NC	na	na
High Point, NC	4	-
Duluth, MN	4	-
Erie, PA	2	-
Wausau, WI	1	1
St. Joseph, MO	2	1
Columbus, IN	na	na
Manchester, NH	1	1
Reading Musical Fndn, PA	2	2
Asheville, NC	na	na
Newton, MA	na	na
Lawton, OK	1	1
Jackson, TN	3	-
Rapid City, SD	-	2
Lexington, NC	2	-
Rockland County, NY	1	5
Albany, GA	2	-
Rock Hill, SC	na	na
Rowan County, NC	1	1
LaCrosse, WI	na	na
Utica, NY	na	na
Corp Theatre Fund, NY	na	na
Natl Corp Fund/Dance	2	1
Parkersburg, WV	4	1
TOTAL	198	77
Average	4	2

(na) Not available.

EXHIBIT B-4: DOOR-TO-DOOR, TELEMARKETING, AND DIRECT MAIL

United Arts Fund	Door-to-Door	Telemarketing	Direct Mail
Music Center (L.A.)	no	yes	yes
Milwaukee, WI	no	yes	yes
Lincoln Center (N.Y.)	no	no	yes
Cincinnati, OH	no	yes	yes
Orlando, FL	no	yes	yes
Louisville, KY	no	yes	yes
Woodruff Center (Atlanta)	no	no	yes
Birmingham, AL	no	no	yes
St. Louis, MO	no	no	yes
Charlotte, NC	yes	yes	yes
Seattle, WA	no	no	yes
Memphis, TN	no	no	yes
Omaha, NE	no	no	no
Winston-Salem, NC	no	yes	yes
Dayton, OH	no	no	yes
New Orleans, LA	no	no	yes
Hartford, CT	no	yes	yes
Fort Worth, TX	no	yes	yes
Chattanooga, TN	no	yes	yes
Oklahoma City, OK	no	yes	yes
Fort Wayne, IN	no	yes	yes
St. Paul, MN	na	na	na
Westchester, NY	no	yes	yes
Lexington, KY	no	no	yes
Greensboro, NC	no	yes	yes
Norfolk, VA	no	yes	no
Cultural Center (Canton)	no	yes	yes
Baton Rouge, LA	no	no	yes
Charleston, WV	no	yes	yes
Columbia, SC	na	na	na
Raleigh, NC	no	yes	yes
Broome County, NY	no	no	yes
Harrisburg, PA	no	yes	yes
Battle Creek, MI	no	yes	yes
Houston, TX	no	no	yes
Grand Rapids, MI	no	yes	yes
Mobile, AL	na	na	na
Chautauqua Cnty, NY	no	no	yes
Dutchess County, NY	no	yes	yes
Catawba County, NC	no	no	yes
Durham, NC	no	yes	yes
High Point, NC	no	yes	yes
Duluth, MN	no	yes	yes
Erie, PA	no	yes	yes
Wausau, WI	no	yes	yes
St. Joseph, MO	no	no	yes
Columbus, IN	no	yes	yes
Manchester, NH	yes	no	yes
Reading Musical Fndn, PA	yes	yes	yes
Asheville, NC	yes	yes	no
Newton, MA	no	yes	yes
Lawton, OK	no	yes	yes
Jackson, TN	no	no	yes
Rapid City, SD	no	yes	yes
Lexington, NC	no	yes	yes
Rockland County, NY	no	no	yes
Albany, GA	yes	no	no
Rock Hill, SC	no	no	yes
Rowan County, NC	yes	yes	no
LaCrosse, WI	no	yes	yes
Utica, NY	no	yes	yes
Corp Theatre Fund, NY	no	yes	yes
Natl Corp Fund/Dance	no	yes	yes
Parkersburg, WV	no	no	yes

(na) Not available.

EXHIBIT B-5: RESERVE, ENDOWMENT, AND DONOR DESIGNATION

United Arts Fund	Do you build in a reserve fund? (a)	How much is your reserve fund? (b)	Year of endowment? (c)	How much was raised? (d)	Do you allow donor designation?
Music Center (L.A.)	no	na	no	na	yes
Milwaukee, WI	no	na	na	na	no
Lincoln Center (N.Y.)	na	na	na	na	na
Cincinnati, OH	no	na	no	na	yes
Orlando, FL	yes	320.4	no	na	yes
Louisville, KY	no	na	na	1000.0	na
Woodruff Center (Atlanta)	yes	50.0	1984	23000.0	yes
Birmingham, AL	no	na	no	na	yes
St. Louis, MO	no	908.0	no	na	rarely
Charlotte, NC	no	na	1990	10000.0	no
Seattle, WA	no	na	1989	1000.0	yes
Memphis, TN	yes	477.0	1987	6500.0	yes
Omaha, NE	no	na	no	na	no
Winston-Salem, NC	yes	62.5	no	na	na
Dayton, OH	no	na	no	na	yes
New Orleans, LA	no	738.0	na	na	na
Hartford, CT	no	na	no	na	na
Fort Worth, TX	no	na	na	na	yes
Chattanooga, TN	no	500.0	1985 (f)	3100.0	yes
Oklahoma City, OK					
Fort Wayne, IN	yes	69.2	1987	3300.0 (g)	yes (g)
St. Paul, MN	na	na	na	na	na
Westchester, NY	yes	43.9	no	na	no
Lexington, KY	no	na	no	na	yes
Greensboro, NC	no	90.0	no	na	no
Norfolk, VA	no	na	no	na	no
Cultural Center (Canton)	no	200.0	no	na	no
Baton Rouge, LA	no	na	na	na	na
Charleston, WV	yes	130.0	na	na	yes
Columbia, SC	no	na	1991	12.0	na
Raleigh, NC	no	na	no	na	yes
Broome County, NY	yes	10.0	na	na	na
Harrisburg, PA	no	na	na	na	no
Battle Creek, MI	no	na	no	na	no
Houston, TX	no	na	na	na	na
Grand Rapids, MI	na	na	na	na	na
Mobile, AL					
Chautauqua Cnty, NY					
Dutchess County, NY					
Catawba County, NC	no	na	no	na	no
Durham, NC					
High Point, NC	yes (e)	3.0	na	na	na
Duluth, MN	no	73.1	no	na	yes
Erie, PA	yes	2.5	1991	6.0	yes
Wausau, WI	no	na	no	na	no
St. Joseph, MO	no	na	no	na	yes
Columbus, IN					
Manchester, NH	no	31.0	na	17.0	yes
Reading Musical Fndn, PA	yes	30.0	no	na	yes
Asheville, NC					
Newton, MA					
Lawton, OK	na	na	na	na	na
Jackson, TN	no	na	no	na	na
Rapid City, SD	na	na	no	na	na
Lexington, NC	yes	3.2	no	na	no
Rockland County, NY	na	na	no	na	no
Albany, GA	na	na	na	na	na
Rock Hill, SC					
Rowan County, NC	no	na	na	na	na
LaCrosse, WI					
Utica, NY					
Corp Theatre Fund, NY					
Natl Corp Fund/Dance					
Parkersburg, WV					

(a) Do you build in a contribution to your reserve fund in your annual campaign allocation formula?
(b) What is the size of your reserve fund? (c) In what year did you conduct an endowment drive?
(d) How much was raised for your endowment? (e) pledge write-off reserve only.
(f) In 1983-1985, $6.1 million was raised, which included 3 years of annual operating support.
(g) $3 million was also raised in 1987 for capital campaign. (na) not available.

EXHIBIT C
Fundraising

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EXHIBIT C-1: CAMPAIGN PERFORMANCE SUMMARY

United Arts Fund	1991 Total Raised in $000	Goal in $000	% of Goal	Primary County Population in '000	$ Per Cap. Amount	Rank by $ Per Cap.	Campaign Area Population in '000	$ Per Cap. Amount	Rank by $ Per Cap.	Status(a)
Music Center (L.A.)	16292.0	17600.0	92.6	9000.0	1.81	25	12500.0	1.30	26	2
Milwaukee, WI	6250.0	6200.0	100.8	959.3	6.52	2	1743.5	3.58	9	2
Lincoln Center (NY)	5317.6	5850.0	90.9	3000.0	1.77	26	na	na	na	na
Cincinnati, OH	5127.5	5000.0	102.6	873.9	5.87	4	1728.6	2.97	13	3
Orlando, FL	4919.2	6200.0	79.3	677.5	7.26	1	1075.0	4.58	4	2
Louisville, KY	4074.4	4074.4	100.0	700.0	5.82	5	900.0	4.53	5	1
Woodruff Center (Atlanta)	3780.3	3600.0	105.2	691.0	5.48	6	1800.0	2.10	20	2
Birmingham, AL	2742.7	2500.0	109.7	651.5	4.21	8	651.5	4.21	6	1
St. Louis, MO	2600.0	2600.0	100.0	na	na	na	2412.0	1.08	32	3
Charlotte, NC	2356.0	2350.0	100.3	485.0	4.86	7	485.0	4.86	2	1
Seattle, WA	1928.8	1900.0	101.5	1509.4	1.28	33	2559.2	0.75	42	2
Memphis, TN	1813.0	1800.0	100.7	1000.0	1.81	24	na	na	na	1
Omaha, NE	1748.4	1778.4	98.3	417.0	4.19	9	618.3	2.83	16	3
Winston-Salem, NC	1581.0	1700.0	93.0	266.7	5.93	3	266.7	5.93	1	1
Dayton, OH	1508.8	1506.0	100.2	570.0	2.65	16	825.5	1.83	22	1
New Orleans, LA	1449.8	1000.0	145.0	500.0	2.90	14	1500.0	0.97	38	na
Hartford, CT	1320.4	1325.0	99.7	871.0	1.52	30	871.0	1.52	25	1
Fort Worth, TX	1215.0	1501.0	80.9	500.0	2.43	17	1400.0	0.87	39	1
Chattanooga, TN	1206.3	1250.0	96.5	288.9	4.18	10	288.9	4.18	7	1
Oklahoma City, OK	1200.2	1200.0	100.0	400.0	3.00	12	600.0	2.00	21	2
Fort Wayne, IN	1122.1	1117.9	100.4	300.8	3.73	11	300.8	3.73	8	2
St. Paul, MN	1012.9	1180.0	85.8	485.8	2.09	21	2298.7	0.44	48	na
Westchester, NY	900.0	1000.0	90.0	877.0	1.03	39	877.0	1.03	35	1
Lexington, KY	656.6	650.0	101.0	225.0	2.92	13	225.0	2.92	15	na
Greensboro, NC	592.8	624.0	95.0	300.0	1.98	22	184.0	3.22	11	1
Norfolk, VA	590.6	na	na	na	na	na	962.3	0.61	44	2
Cut'l Center (Canton, OH)	584.9	576.1	101.5	350.0	1.67	28	200.0	2.92	14	1
Baton Rouge, LA	570.3	510.0	111.8	380.0	1.50	31	528.3	1.08	31	na
Charleston, WV	509.5	500.0	101.9	223.1	2.28	18	223.1	2.28	17	2
Columbia, SC	500.8	500.0	100.2	465.0	1.08	37	465.0	1.08	33	na
Raleigh, NC	478.9	500.0	95.8	400.0	1.20	35	400.0	1.20	28	1
Broome County, NY	465.7	500.0	93.1	210.0	2.22	19	210.0	2.22	18	1
Harrisburg, PA	426.2	426.0	100.0	250.0	1.70	27	500.0	0.85	41	2
Battle Creek, MI	371.0	336.0	110.4	135.1	2.75	15	125.0	2.97	12	1
Houston, TX	325.8	375.0	86.9	4000.0	0.08	51	1000.0	0.33	51	2
Grand Rapids, MI	307.0	na	na	475.0	0.65	45	600.0	0.51	46	na
Mobile, AL	287.0	na	na	na	na	na	na	na	na	na
Chautauqua Cnty, NY	255.0	na	na	na	na	na	na	na	na	na
Dutchess County, NY	252.6	287.0	88.0	259.5	0.97	41	259.5	0.97	37	1
Catawba County, NC	249.7	285.0	87.6	117.0	2.13	20	117.0	2.13	19	1
Durham, NC	249.2	270.0	91.9	181.1	1.37	32	181.1	1.37	26	na
High Point, NC	247.9	255.0	97.2	328.3	0.76	44	70.0	3.54	10	2
The Depot (Duluth, MN)	241.1	260.0	92.7	200.0	1.21	34	150.0	1.61	24	3
Erie, PA	232.0	230.0	100.9	270.0	0.86	42	270.0	0.86	40	na
Wausau, WI	190.1	180.0	105.6	115.4	1.65	29	40.0	4.75	3	na
St. Joseph, MO	162.6	161.7	100.6	83.1	1.96	23	100.0	1.63	23	3
Columbus, IN	129.8	na	na	na	na	na	na	na	na	na
Manchester, NH	129.0	120.0	107.5	127.0	1.02	40	200.0	0.65	43	na
Reading Musical Fndn, PA	128.1	na	na	100.0	1.28	33	300.0	0.43	49	2
Asheville, NC	127.5	na	na	na	na	na	na	na	na	na
Newton, Ma	111.3	112.0	99.4	na	na	na	100.0	1.11	29	na
Lawton, OK	88.3	na	na	108.3	0.82	43	90.0	0.98	36	na
Jackson, TN	87.1	104.1	83.7	78.9	1.10	36	78.9	1.10	30	1
Rapid City, SD	86.6	100.0	86.6	81.5	1.06	38	70.0	1.24	27	na
Lexington, NC	64.8	100.0	64.8	127.0	0.51	47	127.0	0.51	47	1
Rockland County, NY	64.0	100.0	64.0	270.0	0.24	50	270.0	0.24	52	na
Albany, GA	61.2	72.0	85.0	101.0	0.61	46	101.0	0.61	45	na
Rock Hill, SC	53.7	50.0	107.4	131.5	0.41	48	50.0	1.07	34	1
Rowan County, NC	43.0	60.0	71.7	110.0	0.39	49	110.0	0.39	50	na
LaCrosse, WI										
Utica, NY										
Corp Theatre Fund, NY										
Natl Corp Fund/Dance										
Parkersburg, WV										
TOTAL	81395.1	82476.6	98.7		2.28			1.94		

(a) 1=one county; 2=multiple counties, same state; 3=multiple counties, multiple states. (na) not available.

EXHIBIT C-2: SUMMARY OF CAMPAIGN SOURCES OF FUNDS

United Arts Fund	Corporations		Corporate Matching Gifts		Private Foundations		Campaign Special Events		Individuals		Government		Total
	$000	%	$000	%	$000	%	$000	%	$000	%	$000	%	$000
Music Center (L.A.)	6075.7	37.3	182.4	1.1	1119.0	6.9	1439.0	8.8	7476.0	45.9	0.0	0.0	$16,292.1
Milwaukee, WI	2691.6	44.2	186.1	3.1	na	0.0	320.8	5.3	2888.2	47.5	0.0	0.0	6086.7
Lincoln Center (NY)	5317.7	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	5317.7
Cincinnati, OH	1648.3	32.1	81.2	1.6	421.4	8.2	0.0	0.0	2976.7	58.1	0.0	0.0	5127.6
Orlando, FL	1779.7	36.2	3.4	0.1	152.5	3.1	83.0	1.7	1048.9	21.3	1851.7	37.6	4919.2
Louisville, KY	1534.8	38.0	150.0	3.7	na	0.0	0.0	0.0	2175.7	53.8	180.0	4.5	4040.5
Woodruff Center (Atlanta)	2876.6	75.9	121.8	3.2	282.5	7.5	0.0	0.0	507.4	13.4	0.0	0.0	3788.3
Birmingham, AL	1177.0	42.9	101.0	3.7	150.0	5.5	0.0	0.0	253.2	9.2	1061.5	38.7	2742.7
St. Louis, MO	1398.8	53.8	72.3	2.8	109.7	4.2	6.3	0.2	1013.0	39.0	0.0	0.0	2600.1
Charlotte, NC	1025.5	43.5	17.8	0.8	0.0	0.0	0.0	0.0	1312.7	55.7	0.0	0.0	2356.0
Seattle, WA	1923.6	99.7	0.0	0.0	0.0	0.0	0.0	0.0	5.2	0.3	0.0	0.0	1928.8
Memphis, TN	775.0	42.7	na	0.0	111.0	6.1	0.0	0.0	423.0	23.3	504.0	27.8	1813.0
Omaha, NE	1042.6	60.0	0.0	0.0	665.2	38.2	0.0	0.0	31.3	1.8	0.0	0.0	1739.1
Winston-Salem, NC	558.0	35.3	197.6	12.5	0.5	0.0	0.0	0.0	563.6	35.6	261.8	16.6	1581.5
Dayton, OH	533.1	35.3	44.8	3.0	211.2	14.0	28.0	1.9	691.7	45.8	0.0	0.0	1508.8
New Orleans, LA	1181.8	81.5	11.0	0.8	257.0	17.7	0.0	0.0	0.0	0.0	0.0	0.0	1449.8
Hartford, CT	1318.0	99.8	0.0	0.0	0.0	0.0	0.0	0.0	2.4	0.2	0.0	0.0	1320.4
Fort Worth, TX	461.3	38.0	0.0	0.0	247.5	20.4	0.0	0.0	506.2	41.7	0.0	0.0	1215.0
Chattanooga, TN	282.5	23.4	2.6	0.2	345.2	28.6	0.0	0.0	426.2	35.3	150.0	12.4	1206.5
Oklahoma City, OK	553.2	46.1	9.5	0.8	77.5	6.5	50.0	4.2	510.0	42.5	0.0	0.0	1200.2
Fort Wayne, IN	462.3	41.2	3.6	0.3	244.6	21.8	0.0	0.0	411.6	36.7	0.0	0.0	1122.1
St. Paul, MN	328.9	32.5	0.0	0.0	257.9	25.5	0.0	0.0	426.1	42.1	0.0	0.0	1012.9
Westchester, NY	507.8	56.4	0.0	0.0	0.0	0.0	0.0	0.0	6.3	0.7	385.9	42.9	900.0
Lexington, KY	322.8	49.2	1.0	0.2	35.0	5.3	6.0	0.9	41.9	6.4	250.0	38.1	656.7
Greensboro, NC	271.3	45.8	4.8	0.8	12.2	2.1	0.0	0.0	259.5	43.8	44.9	7.6	592.7
Norfolk, VA	510.6	86.5	0.0	0.0	80.0	13.5	0.0	0.0	0.0	0.0	0.0	0.0	590.6
Cut'l Center (Canton, OH)	220.5	37.7	1.0	0.2	31.5	5.4	0.0	0.0	332.0	56.8	0.0	0.0	585.0
Baton Rouge, LA	536.4	94.1	0.0	0.0	7.1	1.2	2.0	0.4	24.7	4.3	0.0	0.0	570.2
Charleston, WV	272.4	53.5	0.0	0.0	147.1	28.9	50.0	9.8	0.0	0.0	40.0	7.9	509.5
Columbia, SC	500.8	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	500.8
Raleigh, NC	353.4	73.8	7.1	1.5	0.5	0.1	0.0	0.0	117.9	24.6	0.0	0.0	478.9
Broome County, NY	129.7	27.9	0.0	0.0	147.0	31.6	0.0	0.0	0.0	0.0	188.9	40.6	465.6
Harrisburg, PA	389.7	91.4	0.4	0.1	13.2	3.1	0.0	0.0	23.2	5.4	0.0	0.0	426.5
Battle Creek, MI	102.3	27.6	31.7	8.5	122.0	32.9	0.0	0.0	115.0	31.0	0.0	0.0	371.0
Houston, TX	325.8	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	325.8
Grand Rapids, MI	65.1	21.3	0.0	0.0	134.0	43.9	0.0	0.0	94.5	31.0	11.6	3.8	305.2
Mobile, AL													
Chautauqua Cnty, NY													
Dutchess County, NY	79.4	31.4	16.0	6.3	15.2	6.0	0.0	0.0	3.4	1.3	138.7	54.9	252.7
Catawba County, NC	136.3	54.6	0.4	0.2	4.0	1.6	17.1	6.8	92.0	36.8	0.0	0.0	249.8
Durham, NC	159.0	64.1	1.1	0.4	0.0	0.0	0.0	0.0	88.1	35.5	0.0	0.0	248.2
High Point, NC	142.1	57.3	0.0	0.0	0.0	0.0	0.0	0.0	105.8	42.7	0.0	0.0	247.9
The Depot (Duluth, MN)	70.8	29.4	0.8	0.3	13.0	5.4	0.0	0.0	156.6	64.9	0.0	0.0	241.2
Erie, PA	151.1	65.1	4.0	1.7	54.4	23.4	0.0	0.0	22.5	9.7	0.0	0.0	232.0
Wausau, WI	81.3	42.8	0.0	0.0	25.8	13.6	0.0	0.0	82.9	43.6	0.0	0.0	190.0
St. Joseph, MO	96.3	59.2	0.3	0.2	3.5	2.2	0.0	0.0	62.5	38.4	0.0	0.0	162.6
Columbus, IN													
Manchester, NH	129.0	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	129.0
Reading Musical Fndn, PA	58.8	45.9	0.0	0.0	0.0	0.0	0.0	0.0	69.3	54.1	0.0	0.0	128.1
Asheville, NC													
Newton, MA	33.4	30.0	1.1	1.0	8.0	7.2	52.8	47.4	10.0	9.0	6.0	5.4	111.3
Lawton, OK	0.0	0.0	0.0	0.0	31.0	35.1	22.0	24.9	35.3	40.0	0.0	0.0	88.3
Jackson, TN	56.6	65.0	0.7	0.8	7.8	9.0	0.0	0.0	22.0	25.3	0.0	0.0	87.1
Rapid City, SD	25.0	28.9	0.0	0.0	2.5	2.9	0.0	0.0	59.1	68.2	0.0	0.0	86.6
Lexington, NC	32.9	50.8	0.0	0.0	16.0	24.7	0.0	0.0	15.9	24.5	0.0	0.0	64.8
Rockland County, NY	46.0	71.9	0.0	0.0	10.0	15.6	5.0	7.8	3.0	4.7	0.0	0.0	64.0
Albany, GA	58.8	96.1	0.1	0.2	2.0	3.3	0.0	0.0	0.3	0.5	0.0	0.0	61.2
Rock Hill, SC	53.0	98.7	0.0	0.0	0.0	0.0	0.0	0.0	0.7	1.3	0.0	0.0	53.7
Rowan County, NC	41.7	97.2	0.0	0.0	0.0	0.0	0.0	0.0	1.2	2.8	0.0	0.0	42.9
LaCrosse, WI													
Utica, NY													
Corp Theatre Fund, NY													
Natl Corp Fund/Dance													
Parkersburg, WV													
TOTAL	40906.1	50.9	1255.6	1.6	5575.5	6.9	2082.0	2.6	25494.7	31.7	5075.0	6.3	$80,388.9

EXHIBIT C-3: ANALYSIS OF CORPORATE AND CORPORATE MATCHING GIFT PROGRAMS

	Corporations			Corporate Matching Gift Programs		
United Arts Fund	Number	$000	Avg. ($000)	Number	$000	Avg. ($000)
Music Center (L.A.)	1111	6075.7	5.47	na	182.4	na
Milwaukee, WI	1217	2691.6	2.21	0	186.1	-
Lincoln Center (NY)	na	5317.7	na	na	0.0	na
Cincinnati, OH	585	1648.3	2.82	19	81.2	4.27
Orlando, FL	111	1779.7	16.03	14	3.4	0.24
Louisville, KY	na	1534.8	na	na	150.0	na
Woodruff Center (Atlanta)	499	2876.6	5.76	45	121.8	2.71
Birmingham, AL	48	1177.0	24.52	12	101.0	8.42
St. Louis, MO	1207	1398.8	1.16	16	72.3	4.52
Charlotte, NC	842	1025.5	1.22	20	17.8	0.89
Seattle, WA	55	1923.6	34.97	0	0.0	-
Memphis, TN	282	775.0	2.75	na	na	na
Omaha, NE	73	1042.6	14.28	0	0.0	-
Winston-Salem, NC	185	558.0	3.02	10	197.6	19.76
Dayton, OH	246	533.1	2.17	20	44.8	2.24
New Orleans, LA	33	1181.0	35.79	1	11.0	11.00
Hartford, CT	948	1318.0	1.39	0	0.0	-
Fort Worth, TX	145	461.3	3.18	0	0.0	-
Chattanooga, TN	117	228.2	1.95	7	2.6	0.37
Oklahoma City, OK	819	553.2	0.68	70	9.5	0.14
Fort Wayne, IN	274	462.3	1.69	8	3.6	0.45
St. Paul, MN	na	328.9	na	0	0.0	-
Westchester, NY	234	507.8	2.17	0	0.0	-
Lexington, KY	361	322.8	0.89	4	1.0	0.25
Greensboro, NC	192	271.3	1.41	12	4.8	0.40
Norfolk, VA	18	510.6	28.37	0	0.0	-
Cut'l Center (Canton, OH)	318	220.5	0.69	14	1.0	0.07
Baton Rouge, LA	614	536.4	0.87	0	0.0	-
Charleston, WV	na	272.4	na			
Columbia, SC	384	500.8	1.30	0	0.0	-
Raleigh, NC	277	353.4	1.28	50	7.1	0.14
Broome County, NY	170	129.7	0.76	0	0.0	-
Harrisburg, PA	571	389.7	0.68	2	0.4	0.20
Battle Creek, MI	136	102.3	0.75	5	31.7	6.34
Houston, TX	128	325.8	2.55	1	0.0	0.00
Grand Rapids, MI	87	65.1	0.75	0	0.0	-
Mobile, AL						
Chautauqua Cnty, NY						
Dutchess County, NY	161	79.4	0.49	7	16.0	2.29
Catawba County, NC	110	136.3	1.24	1	0.4	0.40
Durham, NC	71	159.0	2.24	9	1.1	0.12
High Point, NC	244	142.1	0.58	0	0.0	-
The Depot (Duluth, MN)	130	70.8	0.54	2	0.8	0.40
Erie, PA	221	151.1	0.68	130	4.0	0.03
Wausau, WI	194	81.3	0.42	0	0.0	-
St. Joseph, MO	260	96.3	0.34	3	0.3	0.10
Columbus, IN						
Manchester, NH	202	129.0	0.64	0	0.0	-
Reading Musical Fndn, PA	na	58.8	na	0	0.0	-
Asheville, NC						
Newton, MA	na	33.4	na	na	1.1	na
Lawton, OK	0	0.0	-	0	0.0	-
Jackson, TN	53	56.6	1.07	3	0.7	0.23
Rapid City, SD	na	25.0	na	0	0.0	-
Lexington, NC	na	32.9	na	0	0.0	-
Rockland County, NY	38	46.0	1.21	0	0.0	-
Albany, GA	67	58.8	0.88	1	0.1	0.10
Rock Hill, SC	105	53.0	0.50	0	0.0	-
Rowan County, NC	350	41.7	0.12	0	0.0	-
LaCrosse, WI						
Utica, NY						
Corp Theatre Fund, NY						
Natl Corp Fund/Dance						
Parkersburg, WV						
TOTAL	14513	40851.0		486	1255.6	
Average			4.66			2.45

(na) not available.

EXHIBIT C-4: ANALYSIS OF PRIVATE FOUNDATIONS AND INDIVIDUALS

	Private Foundations			Individuals		
United Arts Fund	Number	$000	Avg. ($000)	Number	$000	Avg. ($000)
Music Center (L.A.)	139	1119.0	8.05	22567	7476.0	0.33
Milwaukee, WI	na	na	na	34329	2888.2	0.08
Lincoln Center (NY)	0	0.0	-	0	0.0	-
Cincinnati, OH	22	421.4	19.15	37517	2976.7	0.08
Orlando, FL	6	152.5	19.06	2182	1048.9	0.48
Louisville, KY	na	na	na	na	2175.7	na
Woodruff Center (Atlanta)	32	282.5	8.83	1359	507.4	0.37
Birmingham, AL	3	150.0	50.00	3240	253.2	0.08
St. Louis, MO	41	109.7	2.68	15134	1013.0	0.07
Charlotte, NC	0	0.0	-	28500	1312.7	0.05
Seattle, WA	0	0.0	-	16	5.2	0.33
Memphis, TN	26	111.0	4.27	1802	423.0	0.23
Omaha, NE	4	665.2	166.30	603	31.3	0.05
Winston-Salem, NC	2	0.5	0.25	14664	563.6	0.04
Dayton, OH	16	211.2	13.20	6477	691.7	0.11
New Orleans, LA	6	257.0	42.83	0	0.0	-
Hartford, CT	0	0.0	-	34	2.4	0.07
Fort Worth, TX	25	247.5	9.90	2181	506.2	0.23
Chattanooga, TN	6	345.2	57.53	2433	426.2	0.18
Oklahoma City, OK	20	77.5	3.88	3700	510.0	0.14
Fort Wayne, IN	18	244.6	13.59	7548	411.6	0.05
St. Paul, MN	na	257.9	na	na	426.1	na
Westchester, NY	0	0.0	-	5	6.3	1.26
Lexington, KY	2	35.0	17.50	491	41.9	0.09
Greensboro, NC	3	12.2	4.07	3429	259.5	0.08
Norfolk, VA	2	80.0	40.00	0	0.0	-
Cut'l Center (Canton, OH)	10	31.5	3.15	3999	332.0	0.08
Baton Rouge, LA	5	7.1	1.42	82	24.7	0.30
Charleston, WV	na	147.1	na	0	0.0	-
Columbia, SC	0	0.0	-	0	0.0	-
Raleigh, NC	1	0.5	0.50	1347	117.9	0.09
Broome County, NY	4	147.0	36.75	0	0.0	-
Harrisburg, PA	11	13.2	1.20	112	23.2	0.21
Battle Creek, MI	6	122.0	20.33	1537	115.0	0.07
Houston, TX	0	0.0	-	0	0.0	-
Grand Rapids, MI	12	134.0	11.17	896	94.5	0.11
Mobile, AL						
Chautauqua Cnty, NY						
Dutchess County, NY	3	15.2	5.07	29	3.4	0.12
Catawba County, NC	3	4.0	1.33	846	92.0	0.11
Durham, NC	0	0.0	-	818	88.1	0.11
High Point, NC	0	0.0	-	1398	105.8	0.08
The Depot (Duluth, MN)	6	13.0	2.17	1798	156.6	0.09
Erie, PA	10	54.4	5.44	79	22.5	0.28
Wausau, WI	12	25.8	2.15	883	82.9	0.09
St. Joseph, MO	1	3.5	3.50	1387	62.5	0.05
Columbus, IN						
Manchester, NH	0	0.0	-	0	0.0	-
Reading Musical Fndn, PA	0	0.0	-	na	69.3	na
Asheville, NC						
Newton, MA	na	8.0	na	na	10.0	na
Lawton, OK	3	31.0	10.33	856	35.3	0.04
Jackson, TN	4	7.8	1.95	206	22.0	0.11
Rapid City, SD	na	2.5	na	na	59.1	na
Lexington, NC	3	16.0	5.33	na	15.9	na
Rockland County, NY	1	10.0	10.00	250	3.0	0.01
Albany, GA	2	2.0	1.00	3	0.3	0.10
Rock Hill, SC	0	0.0	-	3	0.7	0.23
Rowan County, NC	0	0.0	-	10	1.2	0.12
LaCrosse, WI						
Utica, NY						
Corp Theatre Fund, NY						
Natl Corp Fund/Dance						
Parkersburg, WV						
TOTAL	472	5575.5		204752	25494.7	
			16.78			0.17

(na) not available

EXHIBIT C-5: ANALYSIS OF GOVERNMENT AND SPECIAL EVENTS

	Government			Special Events		
United Arts Fund	Number	$000	Avg. ($000)	Number	$000	Avg. ($000)
Music Center (L.A.)	0	0.0	-	3	1439.0	479.67
Milwaukee, WI	0	0.0	-	na	320.8	na
Lincoln Center (NY)	0	0.0	-	0	0.0	-
Cincinnati, OH	0	0.0	-	0	0.0	-
Orlando, FL	17	1851.7	108.92	2	83.0	41.50
Louisville, KY	2	180.0	90.00	0	0.0	-
Woodruff Center (Atlanta)	0	0.0	-	0	0.0	-
Birmingham, AL	3	1061.5	353.83	0	0.0	-
St. Louis, MO	0	0.0	-	2	6.3	3.15
Charlotte, NC	0	0.0	-	0	0.0	-
Seattle, WA	0	0.0	-	0	0.0	-
Memphis, TN	3	504.0	168.00	0	0.0	-
Omaha, NE	0	0.0	-	0	0.0	-
Winston-Salem, NC	4	261.8	65.45	0	0.0	-
Dayton, OH	0	0.0	-	1	28.0	28.00
New Orleans, LA	0	0.0	-	0	0.0	-
Hartford, CT	0	0.0	-	0	0.0	-
Fort Worth, TX	0	0.0	-	0	0.0	-
Chattanooga, TN	2	150.0	75.00	0	0.0	-
Oklahoma City, OK	0	0.0	-	2	50.0	25.00
Fort Wayne, IN	0	0.0	-	0	0.0	-
St. Paul, MN	0	0.0	-	0	0.0	-
Westchester, NY	2	385.9	192.95	0	0.0	-
Lexington, KY	1	250.0	250.00	2	6.0	-
Greensboro, NC	1	44.9	44.90	0	0.0	-
Norfolk, VA	0	0.0	-	0	0.0	-
Cut'l Center (Canton, OH)	0	0.0	-	0	0.0	-
Baton Rouge, LA	0	0.0	-	3	2.0	0.67
Charleston, WV	na	40.0	na	na	50.0	na
Columbia, SC	0	0.0	-	0	0.0	-
Raleigh, NC	0	0.0	-	0	0.0	-
Broome County, NY	3	188.9	62.97	0	0.0	-
Harrisburg, PA	0	0.0	-	0	0.0	-
Battle Creek, MI	0	0.0	-	0	0.0	-
Houston, TX	0	0.0	-	0	0.0	-
Grand Rapids, MI	2	11.6	5.80	0	0.0	-
Mobile, AL						
Chautauqua Cnty, NY						
Dutchess County, NY	2	138.7	69.35	0	0.0	-
Catawba County, NC	0	0.0	-	1	17.1	17.10
Durham, NC	0	0.0	-	0	0.0	-
High Point, NC	0	0.0	-	0	0.0	-
The Depot (Duluth, MN)	0	0.0	-	0	0.0	-
Erie, PA	0	0.0	-	0	0.0	-
Wausau, WI	0	0.0	-	0	0.0	-
St. Joseph, MO	0	0.0	-	0	0.0	-
Columbus, IN						
Manchester, NH	0	0.0	-	0	0.0	-
Reading Musical Fndn, PA	0	0.0	-	0	0.0	-
Asheville, NC						
Newton, MA	na	6.0	na	na	52.8	na
Lawton, OK	0	0.0	-	1	22.0	22.00
Jackson, TN	0	0.0	-	0	0.0	-
Rapid City, SD	0	0.0	-	0	0.0	-
Lexington, NC	0	0.0	-	0	0.0	-
Rockland County, NY	0	0.0	-	1	5.0	5.00
Albany, GA	0	0.0	-	0	0.0	-
Rock Hill, SC	0	0.0	-	0	0.0	-
Rowan County, NC	0	0.0	-	0	0.0	-
LaCrosse, WI						
Utica, NY						
Corp Theatre Fund, NY						
Natl Corp Fund/Dance						
Parkersburg, WV						
TOTAL	42	5075.0		18	2082.0	
Average			123.93			69.12

(na) not available.

EXHIBIT C-6: ANALYSIS OF PROFESSIONAL GIVING

	Medical Professions									Other Professions								
	Physicians			Dentists			Other			Attorneys			Accountants			Realtors		
United Arts Fund	No.	$000	Avg.(a)	No.	$000	Avg.(a)	No.	$000	Avg.(a)	No.	$000	Avg.(a)	No.	$000	Avg.(a)	No.	$000	Avg.(a)
Music Center (L.A.)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Milwaukee, WI	1108	133.0	120.0	262	15.0	57.3	1029	52	50.1	1321	215.2	162.9	703	56.6	80.5	131	5.0	38.2
Lincoln Center (NY)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Cincinnati, OH	1307	129.1	98.8	52	3.0	57.7	na	na	na	954	198.6	208.2	630	70.2	111.4	1660	52.1	31.4
Orlando, FL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	436	36.6	83.9	73	3.6	49.3	na	na	na	509	58.1	114.1	220	39.3	178.6	96	6.0	62.5
Charlotte, NC	243	39.6	163.0	86	3.8	44.2	789	26.6	33.7	568	72.5	127.6	742	106.2	143.1	153	17.5	114.4
Seattle, WA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Memphis, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Omaha, NE	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Winston-Salem, NC	310	31.6	101.9	21	1.4	66.7	333	2.1	6.3	170	18.2	107.1	180	8.9	49.4	na	na	na
Dayton, OH	210	67.7	322.4	33	7.0	212.1	30	3.0	100.0	134	30.1	224.6	95	30.5	321.1	114	13.9	121.9
New Orleans, LA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Hartford, CT	9	3.1	344.4	9	0.7	77.8	na	na	na	na	35.8	na	na	75.0	na	na	5.8	na
Fort Worth, TX	226	32.2	142.5	na	na	na	22	31.1	1413.6	58	8.2	141.4	52	7.4	142.3	na	na	na
Chattanooga, TN	177	27.6	155.9	23	2.8	121.7	na	na	na	141	14.0	99.3	66	8.3	125.8	na	na	na
Oklahoma City, OK																		
Fort Wayne, IN	156	24.2	155.1	37	3.2	86.5	16	1.1	68.8	166	19.0	114.5	76	4.1	53.9	47	4.9	104.3
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Westchester, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Lexington, KY	na	2.3	na	9	0.7	77.8	na	na	na	29	5.4	186.2	9	3.3	366.7	na	na	na
Greensboro, NC	212	31.1	146.7	29	2.5	86.2	6	0.2	33.3	152	12.7	83.6	84	6.9	82.1	37	4.8	129.7
Norfolk, VA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Cult'l Center (Canton, OH)	na	na	na	na	na	na	na	na	na	107	14.9	139.3	59	4.6	78.0	na	na	na
Baton Rouge, LA	94	38.5	409.6	51	3.3	64.7	na	na	na	24	31.0	1291.7	34	10.1	297.1	2	2.0	1000.0
Charleston, WV	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Columbia, SC	40	2.0	50.0	na	na	na	na	na	na	13	12.2	938.5	31	11.4	367.7	na	na	na
Raleigh, NC	na	na	na	na	na	na	84	5.6	66.7	na	9.3	na	na	17.6	na	na	na	na
Broome County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Harrisburg, PA	70	23.1	330.0	27	4.2	155.6	na	na	na	52	35.4	680.8	30	12.4	413.3	38	11.7	307.9
Battle Creek, MI	66	9.7	147.0	16	1.5	93.8	na	na	na	28	2.3	82.1	na	na	na	na	na	na
Houston, TX	na	na	na	na	na	na	na	na	na	5	14.0	2800.0	5	20.0	4000.0	na	na	na
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Mobile, AL																		
Chautauqua Cnty, NY																		
Dutchess County, NY																		
Catawba County, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Durham, NC																		
High Point, NC	77	8.0	103.9	22	1.5	68.2	4	0.3	75.0	38	3.6	94.7	30	2.2	73.3	31	1.4	45.2
The Depot (Duluth, MN)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Erie, PA	21	3.1	147.6	4	0.3	75.0	na	na	na	14	1.3	92.9	na	na	na	na	na	na
Wausau, WI	69	10.2	147.8	25	2.4	96.0	na	na	na	57	6.3	110.5	30	2.2	73.3	80	1.5	18.8
St. Joseph, MO	75	11.5	153.3	20	1.6	80.0	25	1.2	48.0	73	4.5	61.6	10	1.3	130.0	41	1.3	31.7
Columbus, IN																		
Manchester, NH	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Asheville, NC																		
Newton, MA																		
Lawton, OK	24	4.6	191.7	17	1.7	100.0	na	na	na	13	0.7	53.8	5	0.3	60.0	na	na	na
Jackson, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rapid City, SD	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Lexington, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rockland County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rock Hill, SC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI																		
Utica, NY																		
Corp Theatre Fund, NY																		
Natl Corp Fund/Dance, NY																		
Parkersburg, WV																		
TOTAL	4930	668.8		816	60.2		2338	122.8		4626	823.3		3091	498.8		2430	127.9	
Average (a)			135.7			73.8			52.5			178.0			161.4			52.6

(a) Averages are shown in dollar amounts. (na) not available.

EXHIBIT C-6: ANALYSIS OF PROFESSIONAL GIVING (continued)

	Other Professions														
	Teachers/Profs			Engineers			Investment Prof.			Architects			Other		
United Arts Fund	No.	$000	Avg.(a)	No.	$000	Avg.(a)	No.	$000	Avg.(a)	No.	$000	Avg.(a)	No.	$000	Avg.(a)
Music Center (L.A.)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Milwaukee, WI	945	32.9	34.8	na	na	na	316	53.8	170.3	na	na	na	na	na	na
Lincoln Center (NY)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Cincinnati, OH	1200	54.6	45.5	na	na	na	439	65.7	149.7	381	21.0	55.1	2566	153.5	59.8
Orlando, FL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	3412	119.4	35.0	38	2.9	76.3	174	30.7	176.4	150	7.7	51.3	na	na	na
Charlotte, NC	7031	130.8	18.6	270	19.0	70.4	350	31.0	88.6	na	na	na	na	70.8	na
Seattle, WA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Memphis, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Omaha, NE	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Winston-Salem, NC	3472	60.1	17.3	na	na	na	na	na	na	na	na	na	25	0.7	28.0
Dayton, OH	na	na	na	50	12.9	258.0	54	21.4	396.3	na	na	na	55	10.4	189.1
New Orleans, LA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Hartford, CT	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Fort Worth, TX	na	na	na	na	na	na	na	na	na	na	na	na	17	2.4	141.2
Chattanooga, TN	128	4.0	31.3	7	0.5	71.4	na	na	na	23	3.0	130.4	na	na	na
Oklahoma City, OK															
Fort Wayne, IN	1511	33.9	22.4	64	2.4	37.5	16	1.8	112.5	21	1.6	76.2	200	17.9	89.5
St. Paul, MN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Westchester, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Lexington, KY	na	na	na	na	na	na	na	na	na	4	1.2	300.0	na	na	na
Greensboro, NC	898	17.8	19.8	9	0.2	22.2	12	3.2	266.7	4	0.4	100.0	48	5.6	116.7
Norfolk, VA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Cult'l Center (Canton, OH)	22	0.7	31.8	na	na	na	na	na	na	8	0.5	62.5	9	0.6	66.7
Baton Rouge, LA	na	na	na	35	7.5	214.3	8	1.3	162.5	24	2.1	87.5	na	na	na
Charleston, WV	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Columbia, SC	na	na	na	16	3.3	206.3	na	na	na	na	na	na	na	na	na
Raleigh, NC	na	8.3	na	na	6.2	na	na	na	na	na	na	na	na	na	na
Broome County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Harrisburg, PA	na	na	na	26	11.7	450.0	na	56.3	na	na	na	na	na	na	na
Battle Creek, MI	237	9.1	38.4	na	na	na	na	na	na	na	na	na	na	na	na
Houston, TX	na	na	na	na	na	na	na	na	na	3	5.0	1666.7	na	na	na
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Mobile, AL															
Chautauqua Cnty, NY															
Dutchess County, NY															
Catawba County, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Durham, NC															
High Point, NC	197	3.2	16.2	5	0.1	20.0	11	0.8	72.7	13	0.9	69.2	41	4.2	102.4
The Depot (Duluth, MN)	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Erie, PA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Wausau, WI	127	2.7	21.3	5	0.2	40.0	31	1.5	48.4	na	na	na	na	50.4	na
St. Joseph, MO	658	11.2	17.0	na	na	na	6	0.4	66.7	4	0.3	75.0	na	na	na
Columbus, IN															
Manchester, NH	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Reading Musical Fndn, PA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Asheville, NC															
Newton, MA															
Lawton, OK	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Jackson, TN	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rapid City, SD	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Lexington, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rockland County, NY	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Albany, GA	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rock Hill, SC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Rowan County, NC	na	na	na	na	na	na	na	na	na	na	na	na	na	na	na
LaCrosse, WI															
Utica, NY															
Corp Theatre Fund, NY															
Natl Corp Fund/Dance, NY															
Parkersburg, WV															
TOTAL	19838	488.7		525	66.9		1417	267.9		635	43.7		2961	316.5	
Average (a)			24.6			127.4			189.1			68.8			106.9

(a) Averages are shown in dollar amounts. (na) not available.

EXHIBIT C-7: ANALYSIS OF WORKPLACE GIVING AND CFC CAMPAIGNS

	WORKPLACE GIVING												CFC
United Arts Fund	$000 Generated	# of Gifts	# of Employers Particip.	# with Payroll Deduction	# of New Employers	# for execs only with payroll ded.	# for execs only w/out payroll ded.	# for all employ. w/ payroll ded.	# for all employ. w/o payroll ded.	Do you include profs.?(b)	# of Years of Prog.	Plan to Start in 1992	$000 Received from CFC
Music Center (L.A.)	-	-	-	-	-	-	-	-	-	na	-	no	-
Milwaukee, WI	1027.0	19500	179	100	15	8	32	94	48	yes	12	na	3.5
Lincoln Center (NY)	-	-	-	-	-	-	-	-	-	na	-	no	-
Cincinnati, OH	2073.3	32950	360	185	10	-	-	-	-	yes	20	na	-
Orlando, FL	36.2	748	8	7	1	-	-	7	1	no	3	na	-
Louisville, KY	1575.2	27195	125	120	30	0	0	120	5	yes	10	na	-
Woodruff Center (Atlanta)	290.6	677	28	0	4	0	24	0	4	yes	8	na	-
Birmingham, AL	243.2	2958	42	18	0	1	0	18	24	yes	6	na	-
St. Louis, MO	619.9	12304	197.0	46.0	5.0	11	96	42	58	yes	28	na	-
Charlotte, NC	1181.5	27000	195	63	7	4	65	63	132	yes	20	na	-
Seattle, WA	-	-	-	-	-	-	-	-	-	na	-	yes	-
Memphis, TN	38.0	416	19	19	10	3	1	18	0	na	3	na	-
Omaha, NE	75.0	603	75	26	43	0	0	26	49	no	3	na	-
Winston-Salem, NC	551.8	12675	65	21	2	10	23	21	11	yes	10	na	-
Dayton, OH	154.6	4049	55	30	15	3	2	27	23	no	4	na	5.2
New Orleans, LA	-	-	-	-	-	-	-	-	-	na	-	na	-
Hartford, CT	2.4	34	2	2	2	-	-	2	-	no	1	na	-
Fort Worth, TX	35.8	353	25	10	5	0	0	10	15	no	3	na	-
Chattanooga, TN	41.5	655	7	4	0	3	2	2	6	no	10	na	1.2
Oklahoma City, OK	83.6	790	30	20	0	na	na	na	na	na	4	na	-
Fort Wayne, IN	247.0	5300	78	43	2	3	8	40	27	no	7	na	-
St. Paul, MN	222.0	na	30	10	0	0	2	13	19	yes	7	na	7.5
Westchester, NY	-	-	-	-	-	-	-	-	-	no	-	yes	-
Lexington, KY	15.6	189	12	5	2	0	0	5	7	no	3	na	-
Greensboro, NC	63.2	1479	58	6	22	0	22	6	30	yes	12	na	-
Norfolk, VA	-	-	-	-	-	na	na	na	na	na	-	no	-
Cult Center (Canton, OH)	14.0	205	13	8	0	4	5	7	2	yes	4	na	-
Baton Rouge, LA	na	na	3	na	na	-	-	-	-	na	na	yes	-
Charleston, WV	na	na	na	na	na	na	na	na	na	na	na	na	-
Columbia, SC	-	-	-	-	-	-	-	-	-	na	-	unsure	0.2
Raleigh, NC	72.6	na	33	15	7	0	4	15	22	yes	4	na	-
Broome County, NY	-	-	-	-	-	-	-	-	-	na	-	no	-
Harrisburg, PA	4.0	102	3	0	3	0	0	0	3	no	1	na	-
Battle Creek, MI	14.9	285	8	8	2	0	0	8	0	yes	4	na	0.5
Houston, TX	-	-	-	-	-	0	0	0	0	no	-	no	-
Grand Rapids, MI	-	-	-	-	-	-	-	-	-	na	-	na	-
Mobile, AL													
Chautauqua Cnty, NY													
Dutchess County, NY	16.0	7	1	0	0	na	na	na	na	na	na	na	-
Catawba County, NC	-	-	-	-	-	na	na	na	na	no	-	no	-
Durham, NC	na	na	na	na	na	na	na	na	na	na	na	na	-
High Point, NC	3.2	197	1	0	0	0	0	0	1	yes	4	na	-
The Depot (Duluth, MN)	0.8	55	3	1	1	0	0	1	2	no	3	na	-
Erie, PA	4.0	130	1	0	0	0	1	0	6	yes	8	na	50.0
Wausau, WI	-	-	-	-	-	-	-	-	-	no	-	yes	-
St. Joseph, MO	19.9	842	53	0	1	0	15	0	38	no	6	na	-
Columbus, IN													
Manchester, NH	-	-	-	-	-	na	na	na	na	na	-	na	-
Reading Musical Fndn, PA	-	-	-	-	-	na	na	na	na	na	-	na	-
Asheville, NC													
Newton, MA													
Lawton, OK	-	-	-	-	-	na	na	na	na	na	-	no	-
Jackson, TN	-	-	-	-	-	na	na	na	na	na	-	no	-
Rapid City, SD	-	-	-	-	-	na	na	na	na	na	-	yes	-
Lexington, NC	-	-	-	-	-	na	na	na	na	na	-	no	-
Rockland County, NY	-	-	-	-	-	na	na	na	na	na	-	no	-
Albany, GA	-	-	-	-	-	na	na	na	na	na	-	no	-
Rock Hill, SC	-	-	-	-	-	na	na	na	na	na	-	na	-
Rowan County, NC	-	-	-	-	-	na	na	na	na	na	-	no	-
LaCrosse, WI													
Utica, NY													
Corp Theatre Fund, NY													
Natl Corp Fund/Dance													
Parkersburg, WV													
TOTAL	8726.8	151678	1709	747	189								68.1

(na) not available or not applicable. (b) Do you include professional giving in your work place figures?

EXHIBIT C-8: ANALYSIS OF GOVERNMENT SUPPORT

	Included in Campaign					Seperate from Campaign					Grand
United Arts Fund	City	County	State	Federal	Total	City	County	State	Federal	Total	Total
Music Center (L.A.)	-	-	-	-	-	15.0		28.4	10.0	53.4	53.4
Milwaukee, WI	-	-	-	-	-	-	-	-	-	-	-
Lincoln Center (NY)	-	-	-	-	-	-	-	-	-	-	-
Cincinnati, OH	-	-	-	-	-	-	-	-	-	-	-
Orlando, FL	405.7	877.3	568.8		1851.8	-	-	-	-	-	1851.8
Louisville, KY	80.0	100.0	-	-	180.0	-	-	700.0	-	700.0	880.0
Woodruff Center (Atlanta)	-	-	-	-	-	150.0	785.0	182.0	372.0	1489.0	1489.0
Birmingham, AL	822.6	209.0	29.7		1061.3	-	-	-	-	-	1061.3
St. Louis, MO	-	-	-	-	-	-	-	-	-	-	-
Charlotte, NC	-	-	-	-	-	795.8	1059.5	103.0	82.0	2040.3	2040.3
Seattle, WA	-	-	-	-	-	-	-	-	-	-	-
Memphis, TN	200.0	295.0	9.0	-	504.0	75.0	125.0	104.0	-	304.0	808.0
Omaha, NE	-	-	-	-	-	-	-	-	-	-	-
Winston-Salem, NC	165.8	96.0	-	-	261.8	-	-	50.1	32.2	82.3	344.1
Dayton, OH	-	-	-	-	-	-	-	-	-	-	-
New Orleans, LA	-	-	-	-	-	-	-	-	-	-	-
Hartford, CT	-	-	-	-	-	-	-	-	-	-	-
Fort Worth, TX	-	-	-	-	-	92.0	-	12.0	-	104.0	104.0
Chattanooga, TN	75.0	75.0	-	-	150.0	137.8	90.8	7.5	85.2	321.3	471.3
Oklahoma City, OK											
Fort Wayne, IN	-	-	-	-	-	55.0	5.2	55.2	-	115.4	115.4
St. Paul, MN	-	-	-	-	-	-	-	-	-	-	-
Westchester, NY	-	360.0	25.9	-	385.9	-	56.4	106.1	-	162.5	548.4
Lexington, KY	-	250.0	-	-	250.0	-	-	-	-	-	250.0
Greensboro, NC	-	-	44.9	-	44.9	-	-	-	-	-	44.9
Norfolk, VA	-	-	-	-	-	-	-	-	-	-	-
Cut'l Center (Canton, OH)	-	-	-	-	-	-	-	-	-	-	-
Baton Rouge, LA	-	-	-	-	-	98.7	-	42.9	-	141.6	141.6
Charleston, WV	40.0	-	-	-	40.0	-	-	-	-	-	40.0
Columbia, SC	-	-	-	-	-	-	-	-	-	-	-
Raleigh, NC	-	-	-	-	-	-	59.0	-	-	59.0	59.0
Broome County, NY	2.4	186.5	-	-	188.9	-	-	69.0	-	69.0	257.9
Harrisburg, PA	-	-	-	-	-	-	-	4.0	-	4.0	4.0
Battle Creek, MI	-	-	-	-	-	-	-	-	-	-	-
Houston, TX	-	-	-	-	-	-	-	-	-	-	-
Grand Rapids, MI	1.6	10.0	-	-	11.6	-	-	-	-	-	11.6
Mobile, AL											
Chautauqua Cnty, NY											
Dutchess County, NY											
Catawba County, NC	-	-	-	-	-	29.6	79.9	35.0	-	144.5	144.5
Durham, NC											
High Point, NC	-	-	-	-	-	86.5	-	23.5	-	110.0	110.0
The Depot (Duluth, MN)	-	-	-	-	-	-	-	-	-	-	-
Erie, PA	-	-	50.0	-	50.0	25.0	25.0	18.0	-	68.0	118.0
Wausau, WI	-	-	-	-	-	20.0	9.8	11.2	-	41.0	41.0
St. Joseph, MO	-	-	-	-	-	-	-	-	-	-	-
Columbus, IN											
Manchester, NH	-	-	-	-	-	5.0	-	-	-	5.0	5.0
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	-	-	-
Asheville, NC											
Newton, MA											
Lawton, OK	-	-	-	-	-	-	-	-	-	-	-
Jackson, TN	-	-	-	-	-	50.0	12.0	-	-	62.0	62.0
Rapid City, SD	-	-	-	-	-	-	-	-	-	-	-
Lexington, NC	-	-	-	-	-	11.9	9.1	32.4	-	53.4	53.4
Rockland County, NY	-	-	-	-	-	-	60.0	100.0	-	160.0	160.0
Albany, GA	-	-	-	-	-	30.0	7.0	-	-	37.0	37.0
Rock Hill, SC	-	-	-	-	-	-	-	-	-	-	-
Rowan County, NC	-	-	-	-	-	32.5	19.0	19.3	-	70.8	70.8
LaCrosse, WI											
Utica, NY											
Corp Theatre Fund, NY											
Natl Corp Fund/Dance											
Parkersburg, WV											
TOTAL	1793.1	2458.8	728.3	0.0	4980.2	1709.8	2402.7	1703.6	581.4	6397.5	11377.7

(na) Not available.

EXHIBIT D
Allocations

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EXHIBIT D-1: ANALYSIS OF HOW THE MONEY WAS SPENT

	Arts Support ($000)			$000			
United Arts Fund	General Operating	Project Grants	Other	UAF Costs	Reserve/ Bad Debt	Other	Total
Music Center (L.A.)	15187.3	-	-	-	304.2	-	15491.5
Milwaukee, WI	4714.2	-	248.1	1087.7	200.0	-	6250.0
Lincoln Center (NY)	4918.8	-	-	398.8	-	-	5317.6
Cincinnati, OH	5010.5	160.0	-	442.1	141.0	157.8	5911.5
Orlando, FL	4103.0	160.5	-	550.2	1250.7	-	6064.4
Louisville, KY	3176.8	81.0	78.5	532.1	103.0	103.0	4074.4
Woodruff Center (Atlanta)	3418.3	-	-	320.0	50.0	-	3788.3
Birmingham, AL	2134.3	507.3	0.0	101.0	-	-	2742.7
St. Louis, MO	2025.0	228.9	-	432.0	39.0	30.0	2754.9
Charlotte, NC	3646.3	252.0	-	213.0	102.0	-	4213.3
Seattle, WA	1429.3	-	29.5	293.9	8.1	167.9	1928.8
Memphis, TN	1404.0	173.0	-	257.0	10.0	-	1844.0
Omaha, NE	1475.1	26.5	11.4	175.1	-	-	1690.1
Winston-Salem, NC	946.2	15.0	292.8	144.0	50.0	160.9	1608.9
Dayton, OH	1100.5	41.9	26.7	430.2	2.6	61.0	1662.9
New Orleans, LA	1113.5	313.5	-	-	-	12.7	1439.7
Hartford, CT	850.0	-	-	167.6	71.8	279.4	1368.8
Fort Worth, TX	925.0	265.3	-	-	30.0	-	1220.3
Chattanooga, TN	1148.9	253.9	-	264.3	47.5	18.0	1732.6
Oklahoma City, OK	1000.0	-	-	209.7	-	-	1209.7
Fort Wayne, IN	753.4	60.0	12.5	273.7	22.5	-	1122.1
St. Paul, MN	674.6	-	36.5	292.9	-	8.3	1012.3
Westchester, NY	-	420.0	20.0	369.0	-	91.0	900.0
Lexington, KY	484.0	30.5	-	55.0	na	-	569.5
Greensboro, NC	389.7	32.6	168.7	73.8	3.0	-	667.9
Norfolk, VA	578.5	-	-	-	-	-	578.5
Cut'l Center (Canton, OH)	441.6	-	51.9	82.6	-	-	576.1
Baton Rouge, LA	460.0	15.0	45.0	51.6	5.7	-	577.2
Charleston, WV							
Columbia, SC	442.0	24.0	-	6.8	19.0	-	491.8
Raleigh, NC	390.0	-	-	88.9	na	-	478.9
Broome County, NY	410.3	-	-	53.4	2.0	-	465.7
Harrisburg, PA	345.2	10.0	-	71.0	6.5	-	432.7
Battle Creek, MI	160.0	30.0	-	13.5	4.0	163.5	371.0
Houston, TX	265.0	-	-	83.0	-	-	348.0
Grand Rapids, MI	161.0	-	-	72.2	-	74.0	307.2
Mobile, AL							
Chautauqua Cnty, NY							
Dutchess County, NY	204.0	16.0	7.5	33.7	-	-	261.2
Catawba County, NC	230.8	-	-	17.8	1.1	-	249.7
Durham, NC	1.8	102.6	8.0	57.6	6.3	71.9	248.2
High Point, NC	137.8	76.6	144.9	52.3	3.0	35.1	449.8
The Depot (Duluth, MN)	201.4	-	-	52.6	-	-	254.0
Erie, PA	219.1	-	-	8.6	0.1	4.0	231.8
Wausau, WI	60.0	-	23.0	-	-	100.5	183.5
St. Joseph, MO	128.0	-	-	32.5	4.0	-	164.5
Columbus, IN							
Manchester, NH	90.3	-	-	27.0	5.0	6.7	129.0
Reading Musical Fndn, PA	na	na	na	na	na	na	na
Asheville, NC	69.3	27.7	-	-	-	-	97.0
Newton, MA	43.0	-	28.6	41.9	-	-	113.5
Lawton, OK	71.3	-	-	17.0	-	-	88.3
Jackson, TN							
Rapid City, SD	64.2	-	-	22.3	-	-	86.6
Lexington, NC	16.0	4.9	35.1	63.2	11.3	-	130.4
Rockland County, NY	47.6	2.8	-	13.6	-	5.0	69.0
Albany, GA	51.1	-	-	4.0	6.1	-	61.2
Rock Hill, SC	49.2	-	-	-	4.5	-	53.7
Rowan County, NC	81.2	16.4	-	-	6.0	1.0	104.6
LaCrosse, WI							
Utica, NY							
Corp Theatre Fund, NY							
Natl Corp Fund/Dance							
Parkersburg, WV							
TOTAL	67448.4	3349.9	1268.7	8050.2	2520.0	1551.7	84189.3

(na) not available.

EXHIBIT D-2: ALLOCATIONS SUMMARY

United Arts Fund	Symphonies		Opera		Dance		Theatre		Museums		Arts Councils		Festivals	
	$000	%	$000	%	$000	%	$000	%	$000	%	$000	%	$000	%
Music Center (L.A.)	5200.0	34.3	3300.0	21.7	1350.0	8.9	4190.0	27.6	-	-	-	-	-	-
Milwaukee, WI	2383.6	50.2	449.5	9.5	673.8	14.2	782.7	16.5	-	-	14.7	0.3	-	-
Lincoln Center (NY)	460.7	9.5	2151.4	44.2	608.6	12.5	305.3	6.3	-	-	599.4	12.3	-	-
Cincinnati, OH	1485.9	27.8	468.3	8.7	436.6	8.2	571.0	10.7	1368.3	25.6	-	-	-	-
Orlando, FL	1510.5	35.4	524.0	12.3	183.6	4.3	222.9	5.2	874.0	20.5	216.5	5.1	-	-
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	2443.0	43.3	-	-	-	-	1283.0	22.7	1223.0	21.7	-	-	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	370.0	17.9	160.0	7.7	523.0	25.3	470.0	22.8	-	-	40.0	1.9
Charlotte, NC	918.0	30.2	486.0	16.0	175.0	5.7	249.5	8.2	631.0	20.7	-	-	20.0	0.7
Seattle, WA	260.5	18.4	211.4	14.9	189.5	13.4	430.5	30.3	-	-	-	-	2.5	0.2
Memphis, TN	358.0	26.6	212.0	15.7	80.0	5.9	200.0	14.8	333.0	24.7	40.0	3.0	-	-
Omaha, NE	311.4	19.9	168.9	10.8	143.3	9.1	325.6	20.8	423.3	27.0	84.9	5.4	-	-
Winston-Salem, NC	165.2	11.1	67.3	4.5	-	-	266.1	17.9	-	-	652.0	43.7	-	-
Dayton, OH	397.8	35.3	210.2	18.6	359.6	31.9	4.2	0.4	-	-	4.2	0.4	2.4	0.2
New Orleans, LA	737.5	51.7	213.5	15.0	162.5	11.4	-	-	-	-	313.5	22.0	-	-
Hartford, CT	130.5	15.4	108.0	12.7	112.5	13.2	139.4	16.4	121.5	14.3	-	-	7.4	0.9
Fort Worth, TX	374.0	34.7	186.5	17.3	209.6	19.5	164.5	15.3	21.7	2.0	-	-	10.0	0.9
Chattanooga, TN	396.5	33.8	-	-	-	-	-	-	603.6	51.4	-	-	-	-
Oklahoma City, OK														
Fort Wayne, IN	257.3	34.6	-	-	90.3	12.1	153.7	20.6	143.1	19.2	-	-	-	-
St. Paul, MN	48.9	6.8	2.0	0.3	73.2	10.2	95.3	13.2	197.9	27.4	-	-	-	-
Westchester, NY	77.8	18.7	-	-	4.0	1.0	15.0	3.6	66.0	15.8	-	-	31.0	7.4
Lexington, KY	102.0	21.1	-	-	110.2	22.8	117.5	24.3	50.3	10.4	-	-	-	-
Greensboro, NC	100.7	17.0	-	-	30.4	5.1	38.3	6.5	-	-	202.3	34.2	109.9	18.6
Norfolk, VA	173.0	29.9	146.0	25.2	5.0	0.9	77.0	13.3	89.0	15.4	25.5	4.4	na	-
Cult'l Center (Canton, OH)	176.0	35.7	15.0	3.0	66.7	13.5	57.8	11.7	126.2	25.6		0.0	-	-
Baton Rouge, LA	101.0	21.3	60.5	12.7	14.0	2.9	62.0	13.1	76.0	16.0	72.0	15.2	18.0	3.8
Charleston, WV	126.5	30.1	16.0	3.8	14.5	3.5	25.0	6.0	215.0	51.2		0.0	-	-
Columbia, SC	100.0	26.4	-	-	60.0	15.9	-	-	100.0	26.4	85.0	22.5	-	-
Raleigh, NC	34.0	8.7	-	-	-	-	89.0	22.8	-	-	32.0	8.2	42.5	10.9
Broome County, NY	86.6	19.8	25.0	5.7	-	-	-	-	252.2	57.5	53.4	12.2	-	-
Harrisburg, PA	90.0	26.8	6.5	1.9	15.0	4.5	67.0	20.0	28.0	8.4	43.0	12.8	-	-
Battle Creek, MI	42.0	29.1	-	-	-	-	-	-	-	-	42.0	29.1	-	-
Houston, TX	41.6	17.0	53.4	21.8	36.6	14.9	44.0	18.0	62.4	25.5	-	-	-	-
Grand Rapids, MI	21.0	13.0	12.5	7.8	12.5	7.8	11.5	7.1	13.0	8.1	47.0	29.2	-	-
Mobile, AL														
Chautauqua Cnty, NY														
Dutchess County, NY														
Catawba County, NC	36.1	14.5	-	-	-	-	36.9	14.8	93.5	37.4	41.0	16.4	-	-
Durham, NC														
High Point, NC	-	-	-	-	-	-	125.0	49.0	-	-	108.2	42.4	-	-
The Depot (Duluth, MN)	69.5	36.4	-	-	30.2	15.8	7.7	4.0	34.1	17.8	-	-	-	-
Erie, PA	11.7	7.3	-	-	19.7	12.3	30.6	19.1	35.4	22.1	50.0	31.2	8.9	5.5
Wausau, WI	-	-	-	-	4.2	9.6	7.6	17.3	-	-	-	-	-	-
St. Joseph, MO	39.9	27.7	-	-	1.0	0.7	27.1	18.8	-	-	33.3	23.1	-	-
Columbus, IN														
Manchester, NH	25.0	27.7	6.2	6.9	-	-	15.5	17.2	17.4	19.3	-	-	-	-
Reading Musical Fndn, PA	89.0	49.5	30.0	16.7	-	-	-	-	1.8	1.0	-	-	2.0	1.1
Asheville, NC														
Newton, MA														
Lawton, OK	33.1	46.5	9.5	13.3	5.9	8.3	22.7	31.9	-	-	-	-	-	-
Jackson, TN	41.9	43.3	-	-	9.6	9.9	19.3	19.9	-	-	0.9	0.9	3.7	3.8
Rapid City, SD	12.4	19.3	-	-	6.5	10.1	7.4	11.5	11.7	18.2	22.7	35.4	-	-
Lexington, NC	-	-	-	-	-	-	10.1	31.6	-	-	-	-	-	-
Rockland County, NY	1.0	2.0	0.4	0.8	0.4	0.8	11.3	22.4	6.4	12.7	14.1	28.0	5.0	9.9
Albany, GA	16.4	27.8	-	-	-	-	15.5	26.3	16.5	28.0	4.6	7.8	-	-
Rock Hill, SC	12.1	24.2	-	-	6.1	12.2	2.7	5.4	-	-	25.8	51.5	-	-
Rowan County, NC	8.7	25.5	-	-	-	-	8.0	23.5	8.0	23.5	7.4	21.7	-	-
LaCrosse, WI														
Utica, NY														
Corp Theatre Fund, NY														
Natl Corp Fund/Dance, NY														
Parkersburg, WV														
TOTAL	19508.3	29.8	9510.0	14.5	5460.6	8.3	10858.2	16.6	7713.3	11.8	2835.4	4.3	303.3	0.5

(na) not available.

EXHIBIT D-2: ALLOCATIONS SUMMARY (continued)

United Arts Fund	Misc. Vis. Arts $000	%	Misc. Music Groups $000	%	Misc. Cult. Groups $000	%	Arts Education $000	%	Other $000	%	Total $000
Music Center (L.A.)	-	-	400.0	2.6	-	-	733.2	4.8	-	-	15173.2
Milwaukee, WI	-	-	409.5	8.6	-	-	-	-	37.3	0.8	4751.1
Lincoln Center (NY)	158.9	3.3	581.7	12.0	-	-	-	-	-	-	4866.0
Cincinnati, OH	-	-	930.3	17.4	-	-	-	-	93.0	1.7	5353.4
Orlando, FL	-	-	168.6	4.0	563.4	13.2	-	-	-	-	4263.5
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	-	-	-	-	-	-	698.0	12.4	-	-	5647.0
Birmingham, AL	na	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-57.0	-2.6	200.0	9.7	-	-	220.0	10.7	25.0	1.2	2065.0
Charlotte, NC	34.0	1.1	39.5	1.3	-	-	120.0	3.9	371.0	12.2	3044.0
Seattle, WA	238.1	16.8	32.6	2.3	-	-	-	-	54.2	3.8	1419.3
Memphis, TN	-	-	-	-	50.0	3.7	-	-	75.0	5.6	1348.0
Omaha, NE	8.9	0.6	89.5	5.7	-	-	10.6	0.7	-	-	1566.4
Winston-Salem, NC	157.8	10.6	16.1	1.1	-	-	148.8	10.0	17.0	1.1	1490.3
Dayton, OH	4.2	0.4	19.0	1.7	52.4	4.6	73.4	6.5	-	-	1127.4
New Orleans, LA	-	-	-	-	-	-	-	-	-	-	1427.0
Hartford, CT	27.0	3.2	27.0	3.2	51.5	6.1	10.5	1.2	114.5	13.5	849.8
Fort Worth, TX	-	-	98.3	9.1	4.6	0.4	7.5	0.7		0.0	1076.7
Chattanooga, TN	10.6	0.9	68.7	5.9	69.5	5.9	-	-	25.0	2.1	1173.9
Oklahoma City, OK											
Fort Wayne, IN	-	-	-	-	84.7	11.4	-	-	15.4	2.1	744.5
St. Paul, MN	13.3	1.8	80.0	11.1	6.0	0.8	201.0	27.9	3.5	0.5	721.1
Westchester, NY	8.6	2.1	11.7	2.8	43.5	10.4	87.0	20.9	72.5	17.4	417.1
Lexington, KY	92.1	19.0	11.9	2.5	-	-	-	-	-	-	484.0
Greensboro, NC	58.3	9.8	-	-	-	-	22.6	3.8	29.5	5.0	592.0
Norfolk, VA	7.0	1.2	18.5	3.2	-	-	23.0	4.0	14.5	2.5	578.5
Cult'l Center (Canton, OH)	-	-	-	-	-	-	-	-	51.9	10.5	493.6
Baton Rouge, LA	8.0	1.7	3.5	0.7	30.0	6.3	-	-	30.0	6.3	475.0
Charleston, WV	-	-	23.0	5.5	-	-	-	-	-	-	420.0
Columbia, SC	-	-	3.0	0.8	-	-	-	-	30.5	8.1	378.5
Raleigh, NC	87.0	22.3	74.5	19.1	-	-	31.0	7.9	-	-	390.0
Broome County, NY	-	-	12.8	2.9	-	-	8.3	1.9	-	-	438.3
Harrisburg, PA	33.0	9.8	32.2	9.6	12.0	3.6	5.0	1.5	3.5	1.0	335.2
Battle Creek, MI	-	-	57.6	40.0	-	-	-	-	2.5	1.7	144.1
Houston, TX	-	-	-	-	6.9	2.8	-	-	-	-	244.9
Grand Rapids, MI	5.0	3.1	13.0	8.1	13.5	8.4	12.0	7.5	-	-	161.0
Mobile, AL											
Chautauqua Cnty, NY											
Dutchess County, NY											
Catawba County, NC	-	-	13.9	5.6	12.3	4.9	-	-	16.0	6.4	249.7
Durham, NC											
High Point, NC	1.0	0.4	1.8	0.7	10.0	3.9	-	-	9.0	3.5	255.0
The Depot (Duluth, MN)	29.3	15.3	5.0	2.6	-	-	15.3	8.0	-	-	191.1
Erie, PA	-	-	4.2	2.6	-	-	-	-	-	-	160.5
Wausau, WI	-	-	7.0	15.9	-	-	18.1	41.2	7.0	15.9	43.9
St. Joseph, MO	1.3	0.9	2.6	1.8	-	-		0.0	39.1	27.1	144.3
Columbus, IN											
Manchester, NH	-	-	-	-	-	-	15.5	17.2	10.7	11.8	90.3
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	56.9	31.7	179.7
Asheville, NC											
Newton, MA											
Lawton, OK	-	-	-	-	-	-	-	-	-	-	71.2
Jackson, TN	3.7	3.8	2.1	2.2	1.8	1.9	9.8	10.1	4.0	4.1	96.8
Rapid City, SD	-	-	3.5	5.5	-	-	-	-	-	-	64.2
Lexington, NC	-	-	5.7	17.8	0.2	0.6	-	-	16.0	50.0	32.0
Rockland County, NY	0.4	0.8	1.4	2.8	-	-	10.0	19.8	-	-	50.4
Albany, GA	-	-	0.9	1.5	-	-	-	-	5.0	8.5	58.9
Rock Hill, SC	-	-	3.4	6.8	-	-	-	-	-	-	50.1
Rowan County, NC	-	-	1.2	3.5	0.8	2.3	-	-	-	-	34.1
LaCrosse, WI											
Utica, NY											
Corp Theatre Fund, NY											
Natl Corp Fund/Dance, NY											
Parkersburg, WV											
TOTAL	1044.5	1.6	3475.2	5.3	1013.1	1.5	2480.6	3.8	1229.5	1.9	65432.0

(na) not available

EXHIBIT D-3: ALLOCATIONS TO SYMPHONY AND OPERA

	Symphonies					Opera				
United Arts Fund	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds
Music Center (L.A.)	1	30635.0	5200.0	16.8	31.9	1	13325.3	3300.0	24.8	20.3
Milwaukee, WI	3	11257.1	2383.6	21.2	38.1	3	2236.9	449.5	20.1	7.2
Lincoln Center (NY)	na	na	460.7	na	9.0	na	na	2151.4	na	41.9
Cincinnati, OH	1	23704.5	1485.9	6.3	29.0	1	2494.7	468.3	18.8	9.1
Orlando, FL	1	3241.8	1510.5	46.6	30.7	1	1492.2	524.0	35.1	10.7
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	1	15600.0	2443.0	15.7	64.5	-	-	-	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	-	-	-	-	-	1	3520.0	370.0	10.5	14.2
Charlotte, NC	1	3293.5	918.0	27.9	39.0	1	1529.2	486.0	31.8	20.6
Seattle, WA	4	8199.3	260.5	3.2	13.5	2	8790.3	211.4	2.4	11.0
Memphis, TN	1	2019.4	358.0	17.7	19.7	1	768.8	212.0	27.6	11.7
Omaha, NE	2	2945.4	311.4	10.6	17.8	1	1619.2	168.9	10.4	9.7
Winston-Salem, NC	1	1201.2	165.2	13.8	10.4	1	265.5	67.3	25.3	4.3
Dayton, OH	1	2207.9	397.8	18.0	26.4	2	1354.8	210.2	15.5	13.9
New Orleans, LA	1	3800.4	737.5	19.4	50.9	1	1263.6	213.5	16.9	14.7
Hartford, CT	1	3242.8	130.5	4.0	9.9	1	1223.1	108.0	8.8	8.2
Fort Worth, TX	1	4000.0	374.0	9.4	30.8	1	840.0	186.5	22.2	15.3
Chattanooga, TN	1	1201.9	396.5	33.0	32.9		combined with symphony			0.0
Oklahoma City, OK										
Fort Wayne, IN	1	2115.1	257.3	12.2	22.9	-	-	-	-	-
St. Paul, MN	2	na	48.9	na	4.8	1	na	2.0	na	0.2
Westchester, NY	3	1704.4	77.8	4.6	8.6	-	-	-	-	-
Lexington, KY	2	913.8	102.0	11.2	15.5	-	-	-	-	-
Greensboro, NC	1	865.7	100.7	11.6	17.0	-	-	-	-	-
Norfolk, VA	6	3138.3	173.0	5.5	29.3	1	2701.5	146.0	5.4	24.7
Cult'l Center (Canton, OH)	1	824.9	176.0	21.3	30.1	1	150.8	15.0	9.9	2.6
Baton Rouge, LA	1	960.0	101.0	10.5	17.7	1	210.0	60.5	28.8	10.6
Charleston, WV	2	1100.0	126.5	11.5	24.8	1	90.0	16.0	17.8	3.1
Columbia, SC	1	175.4	100.0	57.0	20.0	-	-	-	-	-
Raleigh, NC	2	151.0	34.0	22.5	7.1	-	-	-	-	-
Broome County, NY	2	911.6	86.6	9.5	18.6	1	736.0	25.0	3.4	5.4
Harrisburg, PA	1	865.0	90.0	10.4	21.1	1	74.3	6.5	8.7	1.5
Battle Creek, MI	1	219.5	42.0	19.1	11.3	-	-	-	-	-
Houston, TX	1	9986.9	41.6	0.4	12.8	1	13378.0	53.4	0.4	16.4
Grand Rapids, MI	1	3250.0	21.0	0.6	6.8	1	700.0	12.5	1.8	4.1
Mobile, AL										
Chautauqua Cnty, NY										
Dutchess County, NY										
Catawba County, NC	na	-	36.1	-	14.5	-	-	-	-	-
Durham, NC										
High Point, NC	-	-	-	-	-	-	-	-	-	-
The Depot (Duluth, MN)	1	525.0	69.5	13.2	28.8	-	-	-	-	-
Erie, PA	1	650.0	11.7	1.8	5.0	-	-	-	-	-
Wausau, WI	-	-	-	-	-	-	-	-	-	-
St. Joseph, MO	1	219.7	39.9	18.2	24.5	-	-	-	-	-
Columbus, IN										
Manchester, NH	2	541.0	25.0	4.6	19.4	1	105.0	6.2	5.9	4.8
Reading Musical Fndn, PA	na	na	89.0	na	69.5	-	-	30.0	-	23.4
Asheville, NC										
Newton, MA										
Lawton, OK	na	na	33.1	na	37.5	na	na	9.5	na	10.8
Jackson, TN	1	271.6	41.9	15.4	48.1	-	-	-	-	-
Rapid City, SD	1	93.3	12.4	13.3	14.3	-	-	-	-	-
Lexington, NC	-	-	-	-	-	-	-	-	-	-
Rockland County, NY	1	28.4	1.0	3.5	1.6	na	na	0.4	na	0.6
Albany, GA	1	256.6	16.4	6.4	26.8	-	-	-	-	-
Rock Hill, SC	1	101.3	12.1	11.9	22.5	-	-	-	-	-
Rowan County, NC	1	133.0	8.7	6.5	20.2	-	-	-	-	-
LaCrosse, WI										
Utica, NY										
Corp Theatre Fund, NY										
Natl Corp Fund/Dance, NY										
Parkersburg, WV										
TOTAL	60	146851.7	19508.3			28	58869.2	9510.0		
Averages			433.5	12.6	23.5			339.6	17.6	16.1

(na) not available.

EXHIBIT D-4: ALLOCATIONS TO DANCE AND THEATER

	Dance					Theater				
United Arts Fund	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds
Music Center (L.A.)	1	12897.2	1350.0	10.5	8.3	1	20878.0	4190.0	20.1	25.7
Milwaukee, WI	5	4119.1	673.8	16.4	10.8	6	6225.8	782.7	12.6	12.5
Lincoln Center (NY)	na	na	608.6	na	11.8	na	na	305.3	na	5.9
Cincinnati, OH	1	2736.8	436.6	16.0	8.5	1	3936.0	571.0	14.5	11.1
Orlando, FL	1	1274.4	183.6	14.4	3.7	1	1058.9	222.9	21.1	4.5
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	-	-	-	-	-	1	6219.0	1283.0	20.6	33.9
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	1	1898.3	160.0	8.4	6.2	2	4850.2	523.0	10.8	20.1
Charlotte, NC	1	879.9	175.0	19.9	7.4	4	1627.1	249.5	15.3	10.6
Seattle, WA	3	6672.6	189.5	2.8	9.8	15	14366.6	430.5	3.0	22.3
Memphis, TN	1	687.3	80.0	11.6	4.4	2	1509.0	200.0	13.3	11.0
Omaha, NE	2	907.4	143.3	15.8	8.2	9	4166.8	325.6	7.8	18.6
Winston-Salem, NC	-	-	-	-	-	3	1275.1	266.1	20.9	16.8
Dayton, OH	2	2132.3	359.6	16.9	23.8	1	116.9	4.2	3.6	0.3
New Orleans, LA	1	479.3	162.5	33.9	11.2	-	-	-	-	-
Hartford, CT	3	3076.8	112.5	3.7	8.5	4	178.7	139.4	78.0	10.6
Fort Worth, TX	4	2250.0	209.6	9.3	17.3	10	1000.0	164.5	16.5	13.5
Chattanooga, TN	-	-	-	-	-	-	-	-	-	-
Oklahoma City, OK										
Fort Wayne, IN	1	720.9	90.3	12.5	8.0	2	719.5	153.7	21.4	13.7
St. Paul, MN	5	na	73.2	na	7.2	7	na	95.3	na	9.4
Westchester, NY	1	990.0	4.0	0.4	0.4	2	423.0	15.0	3.5	1.7
Lexington, KY	2	567.4	110.2	19.4	16.8	4	753.6	117.5	15.6	17.9
Greensboro, NC	1	277.7	30.4	10.9	5.1	1	181.9	38.3	21.1	6.5
Norfolk, VA	2	206.0	5.0	2.4	0.8	2	2721.7	77.0	2.8	13.0
Cult'l Center (Canton, OH)	1	301.0	66.7	22.2	11.4	1	612.4	57.8	9.4	9.9
Baton Rouge, LA	2	178.0	14.0	7.9	2.5	2	778.0	62.0	8.0	10.9
Charleston, WV	1	51.0	14.5	28.4	2.8	2	112.0	25.0	22.3	4.9
Columbia, SC	1	406.2	60.0	14.8	12.0	na	na	na	na	na
Raleigh, NC	-	-	-	-	-	3	939.2	89.0	9.5	18.6
Broome County, NY	-	-	-	-	-	-	-	-	-	-
Harrisburg, PA	1	700.0	15.0	2.1	3.5	5	821.0	67.0	8.2	15.7
Battle Creek, MI	-	-	-	-	-	2	91.7	-	-	-
Houston, TX	1	9107.6	36.6	0.4	11.2	3	12275.3	44.0	0.4	13.5
Grand Rapids, MI	1	350.0	12.5	3.6	4.1	1	850.0	11.5	1.4	3.7
Mobile, AL										
Chautauqua Cnty, NY										
Dutchess County, NY										
Catawba County, NC	-	-	-	-	-	-	-	36.9	-	14.8
Durham, NC										
High Point, NC	-	-	-	-	-	3	1111.5	125.0	11.2	50.4
The Depot (Duluth, MN)	1	325.0	30.2	9.3	12.5	1	185.0	7.7	4.2	3.2
Erie, PA	1	300.0	19.7	6.6	8.5	1	550.0	30.6	5.6	13.2
Wausau, WI	1	17.8	4.2	23.6	2.2	1	35.1	7.6	21.7	4.0
St. Joseph, MO	1	6.8	1.0	14.7	0.6	1	126.4	27.1	21.4	16.7
Columbus, IN										
Manchester, NH	-	-	-	-	-	1	535.0	15.5	2.9	12.0
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	-	-
Asheville, NC										
Newton, MA										
Lawton, OK	na	na	5.9	na	6.7	na	na	22.7	na	25.7
Jackson, TN	1	54.4	9.6	17.6	11.0	2	15.3	19.3	125.9	22.2
Rapid City, SD	1	36.4	6.5	17.9	7.5	1	45.5	7.4	16.3	8.5
Lexington, NC	-	-	-	-	-	3	80.2	10.1	12.6	15.6
Rockland County, NY	na	na	0.4	na	0.6	2	225.0	11.3	5.0	17.7
Albany, GA	-	-	-	-	-	1	169.9	15.5	9.1	25.3
Rock Hill, SC	1	22.3	6.1	27.4	11.4	2	20.0	2.7	13.5	5.0
Rowan County, NC	-	-	-	-	-	1	115.0	8.0	7.0	18.6
LaCrosse, WI										
Utica, NY										
Corp Theatre Fund, NY										
Natl Corp Fund/Dance, NY										
Parkersburg, WV										
TOTAL	53	54629.9	5460.6			117	91901.3	10858.2		
Averages			151.7	11.7	8.0			252.5	14.8	14.2

(na) not available

EXHIBIT D-5: ALLOCATIONS TO MUSEUMS AND ARTS COUNCILS

	Museums					Arts Councils				
United Arts Fund	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds
Music Center (L.A.)	-	-	-	-	-	-	-	-	-	-
Milwaukee, WI	-	-	-	-	-	1	194.0	14.7	7.6	0.2
Lincoln Center (NY)	-	-	-	-	-	na	na	599.4	na	11.7
Cincinnati, OH	3	8677.2	1368.3	15.8	26.7	-	-	-	-	-
Orlando, FL	1	1605.0	874.0	54.5	17.8	1	250.0	216.5	86.6	4.4
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	1	6934.0	1223.0	17.6	32.3	1	4443.0	698.0	15.7	18.4
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	1	1452.0	470.0	32.4	18.1	-	-	-	-	-
Charlotte, NC	2	7524.0	631.0	8.4	26.8	-	-	-	-	-
Seattle, WA	8	8225.2	238.1	2.9	12.3	-	-	-	-	-
Memphis, TN	2	2323.0	333.0	14.3	18.4	1	83.2	40.0	48.1	2.2
Omaha, NE	3	3693.4	423.3	11.5	24.2	2	582.4	84.9	14.6	4.9
Winston-Salem, NC	-	-	-	-	-	1	1261.9	652.0	51.7	41.2
Dayton, OH	-	-	-	-	-	2	49.9	4.2	8.4	0.3
New Orleans, LA	-	-	-	-	-	1	1124.4	313.5	27.9	21.6
Hartford, CT	1	4910.6	121.5	2.5	9.2	-	-	-	-	-
Fort Worth, TX	3	na	21.7	na	1.8	-	-	-	-	-
Chattanooga, TN	3	1336.9	603.6	45.1	50.0	-	-	-	-	-
Oklahoma City, OK										
Fort Wayne, IN	1	982.2	143.1	14.6	12.8	-	-	-	-	-
St. Paul, MN	1	na	197.9	na	19.5	-	-	-	-	-
Westchester, NY	2	2555.9	66.0	2.6	7.3	-	-	-	-	-
Lexington, KY	1	298.5	50.3	16.9	7.7	-	-	-	-	-
Greensboro, NC	-	-	-	-	-	1	808.3	202.3	25.0	34.1
Norfolk, VA	5	4749.2	89.0	1.9	15.1	1	1073.0	25.5	2.4	4.3
Cult'l Center (Canton, OH)	1	631.6	126.2	20.0	21.6	-	-	-	-	-
Baton Rouge, LA	1	816.0	76.0	9.3	13.3	1	795.0	72.0	9.1	12.6
Charleston, WV	1	730.0	215.0	29.5	42.2	-	-	-	-	-
Columbia, SC	1	1496.8	100.0	6.7	20.0	1	605.2	85.0	14.0	17.0
Raleigh, NC	-	-	-	-	-	1	843.0	32.0	3.8	6.7
Broome County, NY	1	1468.4	252.2	17.2	54.2	1	107.6	53.4	49.6	11.5
Harrisburg, PA	1	544.5	28.0	5.1	6.6	2	474.1	43.0	9.1	10.1
Battle Creek, MI	-	-	-	-	-	1	374.5	42.0	11.2	11.3
Houston, TX	3	14381.5	62.4	0.4	19.2	-	-	-	-	-
Grand Rapids, MI	1	600.0	13.0	2.2	4.2	1	480.0	47.0	9.8	15.3
Mobile, AL										
Chautauqua Cnty, NY										
Dutchess County, NY										
Catawba County, NC	-	-	93.5	-	37.4	-	-	41.0	-	16.4
Durham, NC										
High Point, NC	-	-	-	-	-	1	449.8	108.2	24.1	43.6
The Depot (Duluth, MN)	2	400.0	34.1	8.5	14.1	-	-	-	-	-
Erie, PA	1	350.0	35.4	10.1	15.3	1	145.0	50.0	34.5	21.6
Wausau, WI	-	-	-	-	-	-	-	-	-	-
St. Joseph, MO	-	-	-	-	-	1	91.5	33.3	36.4	20.5
Columbus, IN										
Manchester, NH	1	1300.0	17.4	1.3	13.5	-	-	-	-	-
Reading Musical Fndn, PA	-	-	1.8	-	1.4	-	-	-	-	-
Asheville, NC										
Newton, MA										
Lawton, OK	-	-	-	-	-	-	-	-	-	-
Jackson, TN	-	-	-	-	-	1	6.0	0.9	15.0	1.0
Rapid City, SD	1	86.9	11.7	13.5	13.5	1	193.4	22.7	11.7	26.2
Lexington, NC	-	-	-	-	-	-	-	-	-	-
Rockland County, NY	1	180.0	6.4	3.6	10.0	1	392.0	14.1	3.6	22.0
Albany, GA	1	475.0	16.5	3.5	27.0	1	172.7	4.6	2.7	7.5
Rock Hill, SC	-	-	-	-	-	1	96.3	25.8	26.8	48.0
Rowan County, NC	1	130.0	8.0	6.2	18.6	1	59.0	7.4	12.5	17.2
LaCrosse, WI										
Utica, NY										
Corp Theatre Fund, NY										
Natl Corp Fund/Dance, NY										
Parkersburg, WV										
TOTAL	56	78857.8	7951.4			29	15155.2	3533.4		
Averages			241.0	11.5	19.2			126.2	20.0	16.1

(na) not available.

EXHIBIT D-6: ALLOCATIONS TO FESTIVALS AND MISC. VISUAL GROUPS

	Festivals					Misc. Visual Arts				
United Arts Fund	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds
Music Center (L.A.)	-	-	-	-	-	-	-	-	-	-
Milwaukee, WI	-	-	-	-	-	-	-	-	-	-
Lincoln Center (NY)	-	-	-	-	-	na	na	156.9	na	3.1
Cincinnati, OH	-	-	-	-	-	-	-	-	-	-
Orlando, FL	-	-	-	-	-	-	-	-	-	-
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	-	-	-	-	-	-	-	-	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	1	110.0	40.0	36.4	1.5	1	488.5	57.0	11.7	2.2
Charlotte, NC	1	102.0	20.0	19.6	0.8	1	107.6	34.0	31.6	1.4
Seattle, WA	2	369.0	2.5	0.7	0.1	-	-	-	-	-
Memphis, TN	-	-	-	-	-	-	-	-	-	-
Omaha, NE	-	-	-	-	-	2	389.4	8.9	2.3	0.5
Winston-Salem, NC	-	-	-	-	-	3	1648.1	157.8	9.6	10.0
Dayton, OH	1	82.5	2.4	2.9	0.2	3	56.7	4.2	7.4	0.3
New Orleans, LA	-	-	-	-	-	-	-	-	-	-
Hartford, CT	2	76.0	7.4	9.7	0.6	4	676.9	27.0	4.0	2.0
Fort Worth, TX	1	200.0	10.0	5.0	0.8	-	-	-	-	-
Chattanooga, TN	-	-	-	-	-	1	68.1	10.6	15.6	0.9
Oklahoma City, OK										
Fort Wayne, IN	-	-	-	-	-	-	-	-	-	-
St. Paul, MN	-	-	-	-	-	2	na	13.3	-	1.3
Westchester, NY	1	1872.2	31.0	1.7	3.4	3	194.9	8.6	4.4	1.0
Lexington, KY	-	-	-	-	-	2	332.6	92.1	27.7	14.0
Greensboro, NC	1	1225.0	109.9	9.0	18.5	2	275.6	58.3	21.2	9.8
Norfolk, VA	-	-	-	-	-	2	172.3	7.0	4.1	1.2
Cult'l Center (Canton, OH)	-	-	-	-	-	-	-	-	-	-
Baton Rouge, LA	1	267.0	18.0	6.7	3.2	1	40.0	8.0	20.0	1.4
Charleston, WV	-	-	-	-	-	-	-	-	-	-
Columbia, SC	-	-	-	-	-	-	-	-	-	-
Raleigh, NC	1	293.9	42.5	14.5	8.9	3	87.0	87.0	100.0	18.2
Broome County, NY	-	-	-	-	-	-	-	-	-	-
Harrisburg, PA	-	-	-	-	-	2	197.5	33.0	16.7	7.7
Battle Creek, MI	4	274.5	57.6	21.0	15.5	-	-	-	-	-
Houston, TX	-	-	-	-	-	-	-	-	-	-
Grand Rapids, MI	-	-	-	-	-	1	150.0	5.0	3.3	1.6
Mobile, AL										
Chautauqua Cnty, NY										
Dutchess County, NY										
Catawba County, NC	-	-	-	-	-	-	-	-	-	-
Durham, NC										
High Point, NC	-	-	-	-	-	1	3.8	1.0	26.3	0.4
The Depot (Duluth, MN)	-	-	-	-	-	1	135.0	29.3	21.7	12.2
Erie, PA	1	60.0	8.9	14.8	3.8	-	-	-	-	-
Wausau, WI	-	-	-	-	-	-	-	-	-	-
St. Joseph, MO	-	-	-	-	-	1	7.3	1.3	17.8	0.8
Columbus, IN										
Manchester, NH	-	-	-	-	-	-	-	-	-	-
Reading Musical Fndn, PA	-	-	2.0	-	1.6	-	-	-	-	-
Asheville, NC										
Newton, MA										
Lawton, OK	-	-	-	-	-	-	-	-	-	-
Jackson, TN	2	38.0	3.7	9.7	4.2	2	18.5	3.7	20.0	4.2
Rapid City, SD	-	-	-	-	-	-	-	-	-	-
Lexington, NC	-	-	-	-	-	-	-	-	-	-
Rockland County, NY	1	138.8	5.0	3.6	7.8	na	na	0.4	na	0.6
Albany, GA	-	-	-	-	-	-	-	-	-	-
Rock Hill, SC	-	-	-	-	-	-	-	-	-	-
Rowan County, NC	-	-	-	-	-	-	-	-	-	-
LaCrosse, WI										
Utica, NY										
Corp Theatre Fund, NY										
Natl Corp Fund/Dance, NY										
Parkersburg, WV										
TOTAL	20	5108.9	360.9			38	5051.8	806.4		
Averages			25.7	11.1	5.1			42.4	19.2	5.0

(na) not available.

EXHIBIT D-7: ALLOCATIONS TO MISC. MUSIC GROUPS AND MISC. CULTURAL GROUPS

	Misc. Music Groups					Misc. Cultural Groups				
United Arts Fund	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds
Music Center (L.A.)	1	1045.7	400.0	38.3	2.5	-	-	-	-	-
Milwaukee, WI	3	1711.0	409.5	23.9	6.6	-	-	-	-	-
Lincoln Center (NY)	na	na	581.7	na	11.3	-	-	-	-	-
Cincinnati, OH	1	930.3	930.3	100.0	18.1	-	-	-	-	-
Orlando, FL	1	301.8	168.6	55.9	3.4	1	1441.6	563.4	39.1	11.5
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	-	-	-	-	-	-	-	-	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	na	2100.5	200.0	9.5	7.7	-	-	-	-	-
Charlotte, NC	1	266.4	39.5	14.8	1.7	-	-	-	-	-
Seattle, WA	8	1466.4	32.6	2.2	1.7	5	2099.3	-	0.0	0.0
Memphis, TN	-	-	-	-	-	1	238.8	50.0	20.9	2.8
Omaha, NE	7	539.0	89.5	16.6	5.1	-	-	-	-	-
Winston-Salem, NC	2	62.5	16.1	25.8	1.0	-	-	-	-	-
Dayton, OH	7	270.9	19.0	7.0	1.3	1	340.9	52.4	15.4	3.5
New Orleans, LA	-	-	-	-	-	-	-	-	-	-
Hartford, CT	9	600.3	27.0	4.5	2.0	2	430.9	51.5	12.0	3.9
Fort Worth, TX	2	1000.0	96.3	9.8	8.1	4	100.0	4.6	4.6	0.4
Chattanooga, TN	1	214.7	68.7	32.0	5.7	1	150.0	69.5	46.3	5.8
Oklahoma City, OK										
Fort Wayne, IN	-	-	-	-	-	2	615.6	84.7	13.8	7.5
St. Paul, MN	8	na	80.0	na	7.9	1	na	6.0	na	0.6
Westchester, NY	8	287.9	11.7	4.1	1.3	5	1702.3	43.5	2.6	4.8
Lexington, KY	5	84.1	11.9	14.1	1.8	-	-	-	-	-
Greensboro, NC	-	-	-	-	-	-	-	-	-	-
Norfolk, VA	7	283.2	18.5	6.5	3.1	-	-	-	-	-
Cult'l Center (Canton, OH)	-	-	-	-	-	-	-	-	-	-
Baton Rouge, LA	1	28.0	3.5	12.5	0.6	1	130.0	30.0	23.1	5.3
Charleston, WV	na	na	23.0	na	4.5	-	-	-	-	-
Columbia, SC	na	na	3.0	na	0.6	-	-	-	-	-
Raleigh, NC	7	324.9	74.5	22.9	15.6	1	255.8	31.0	12.1	6.5
Broome County, NY	1	88.0	12.8	14.5	2.7	-	-	-	-	-
Harrisburg, PA	8	422.0	32.2	7.6	7.6	1	83.3	12.0	14.4	2.8
Battle Creek, MI	-	-	-	-	-	-	-	-	-	-
Houston, TX	-	-	-	-	-	1	1762.0	6.9	0.4	2.1
Grand Rapids, MI	6	400.0	13.0	3.3	4.2	7	150.0	13.5	9.0	4.4
Mobile, AL										
Chautauqua Cnty, NY										
Dutchess County, NY										
Catawba County, NC	-	-	13.9	-	5.6	-	-	12.3	-	4.9
Durham, NC										
High Point, NC	1	2.6	1.8	69.2	0.7	1	39.8	10.0	25.1	4.0
The Depot (Duluth, MN)	1	18.0	5.0	27.8	2.1	-	-	-	-	-
Erie, PA	1	85.0	4.2	4.9	1.8	-	-	-	-	-
Wausau, WI	1	29.1	7.0	24.1	3.7	-	-	-	-	-
St. Joseph, MO	1	14.8	2.6	17.6	1.6	-	-	-	-	-
Columbus, IN										
Manchester, NH	-	-	-	-	-	-	-	-	-	-
Reading Musical Fndn, PA	-	-	-	-	-	-	-	-	-	-
Asheville, NC										
Newton, MA										
Lawton, OK	-	-	-	-	-	-	-	-	-	-
Jackson, TN	2	27.0	2.1	7.8	2.4	2	619.1	1.8	0.3	2.1
Rapid City, SD	1	8.0	3.5	43.8	4.0	-	-	-	-	-
Lexington, NC	2	20.9	5.7	27.3	8.8	1	1.0	0.2	20.0	0.3
Rockland County, NY	na	na	1.4	na	2.2	-	-	-	-	-
Albany, GA	1	3.8	0.9	23.7	1.5	-	-	-	-	-
Rock Hill, SC	-	-	-	-	-	-	-	-	-	-
Rowan County, NC	3	9.0	1.2	13.3	2.8	1	18.0	0.8	4.4	1.9
LaCrosse, WI										
Utica, NY										
Corp Theatre Fund, NY										
Natl Corp Fund/Dance, NY										
Parkersburg, WV										
TOTAL	108	12645.8	3414.2			39	10178.4	1044.1		
Averages			92.3	18.5	4.4			54.9	13.8	3.9

(na) not available.

EXHIBIT D-8: ALLOCATIONS TO ARTS EDUCATION AND OTHER

	Arts Education					Other				
United Arts Fund	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds	No. Funded	Total Op. Budget	Total Allocated	% of Op. Bud.	% UAF Funds
Music Center (L.A.)	1	2699.9	733.2	27.2	4.5	-	-	-	-	-
Milwaukee, WI	-	-	-	-	-	2	307.2	37.3	12.1	0.6
Lincoln Center (NY)	-	-	-	-	-	-	-	-	-	-
Cincinnati, OH	-	-	-	-	-	1	160.0	93.0	58.1	1.8
Orlando, FL	-	-	-	-	-	-	-	-	-	-
Louisville, KY	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	-	-	-	-	-	-	-	-	-	-
Birmingham, AL	na	na	na	na	na	na	na	na	na	na
St. Louis, MO	2	679.2	220.0	32.4	8.5	1	163.0	25.0	15.3	1.0
Charlotte, NC	1	487.0	120.0	24.6	5.1	2	3145.0	371.0	11.8	15.7
Seattle, WA	-	-	-	-	-	-	-	54.2	-	2.8
Memphis, TN	-	-	-	-	-	1	2828.4	75.0	2.7	4.1
Omaha, NE	4	97.7	10.6	10.8	0.6	-	-	-	-	-
Winston-Salem, NC	1	431.2	148.8	34.5	9.4	na	17.0	17.0	100.0	1.1
Dayton, OH	1	499.7	73.4	14.7	4.9	-	-	-	-	-
New Orleans, LA	-	-	-	-	-	-	-	-	-	-
Hartford, CT	3	82.2	10.5	12.8	0.8	4	7830.4	114.5	1.5	8.7
Fort Worth, TX	4	300.0	7.5	2.5	0.6	-	-	-	-	-
Chattanooga, TN	-	-	-	-	-	1	na	25.0	na	2.1
Oklahoma City, OK										
Fort Wayne, IN	-	-	-	-	-	1	99.7	15.4	15.4	1.4
St. Paul, MN	4	na	201.0	na	19.8	na	na	3.5	na	0.3
Westchester, NY	6	3763.6	87.0	2.3	9.7	6	1383.6	72.5	5.2	8.1
Lexington, KY	-	-	-	-	-	-	-	-	-	-
Greensboro, NC	1	213.2	22.6	10.6	3.8	3	312.7	29.5	9.4	5.0
Norfolk, VA	1	436.8	23.0	5.3	3.9	2	237.4	14.5	6.1	2.5
Cult'l Center (Canton, OH)	-	-	-	-	-	1	869.2	51.9	6.0	8.9
Baton Rouge, LA	-	-	-	-	-	1	465.0	30.0	6.5	5.3
Charleston, WV	-	-	-	-	-	-	-	-	-	-
Columbia, SC	-	-	-	-	-	-	-	30.5	-	6.1
Raleigh, NC	na	na	na	na	-	-	-	-	-	-
Broome County, NY	1	160.8	8.3	5.2	1.8	-	-	-	-	-
Harrisburg, PA	1	29.0	5.0	17.2	1.2	1	62.9	3.5	5.6	0.8
Battle Creek, MI	-	-	-	-	-	-	-	2.5	-	0.7
Houston, TX	-	-	-	-	-	-	-	-	-	-
Grand Rapids, MI	1	165.0	12.0	7.3	3.9	-	-	-	-	-
Mobile, AL										
Chautauqua Cnty, NY										
Dutchess County, NY										
Catawba County, NC	-	-	-	-	-	na	na	16.0	na	6.4
Durham, NC										
High Point, NC	-	-	-	-	-	1	na	9.0	na	3.6
The Depot (Duluth, MN)	1	1082.8	15.3	1.4	6.3	-	-	-	-	-
Erie, PA	-	-	-	-	-	-	-	-	-	-
Wausau, WI	1	259.5	18.1	7.0	9.5	1	85.0	7.0	8.2	3.7
St. Joseph, MO	-	-	-	-	-	1	141.6	39.1	27.6	24.0
Columbus, IN										
Manchester, NH	1	370.0	15.5	4.2	12.0	1	150.0	10.7	7.1	8.3
Reading Musical Fndn, PA	-	-	-	-	-	-	-	56.9	-	44.4
Asheville, NC										
Newton, MA										
Lawton, OK	-	-	-	-	-	-	-	-	-	-
Jackson, TN	4	31.8	9.8	30.8	11.3	2	218.8	4.0	1.8	4.6
Rapid City, SD	-	-	-	-	-	-	-	-	-	-
Lexington, NC	-	-	-	-	-	na	102.1	16.0	15.7	24.7
Rockland County, NY	1	279.0	10.0	3.6	15.6	-	-	-	-	-
Albany, GA	-	-	-	-	-	1	56.7	5.0	8.8	8.2
Rock Hill, SC	-	-	-	-	-	-	-	-	-	-
Rowan County, NC	-	-	-	-	-	-	-	-	-	-
LaCrosse, WI										
Utica, NY										
Corp Theatre Fund, NY										
Nat' Corp Fund/Dance, NY										
Parkersburg, WV										
TOTAL	40	12068.4	1751.6			34	18635.7	1229.5		
Averages			87.1	12.7	6.7			43.9	11.6	7.3

(na) not available.

EXHIBIT D-9: UAF CAMPAIGN AND ORGANIZATIONAL EXPENSES

	ANNUAL UAF CAMPAIGN						TOTAL ORGANIZATIONAL COSTS					
United Arts Fund	Personnel Expenses	Campaign Promotion	Other Direct	General Admin.	Other	Total	Personnel/ Expenses	Marketing/ Promotion	Programs/ Services	General Admin.	Other	Total
Music Center (L.A.)	896.4	721.3	157.7	100.0	0.0	1875.4	2321.0	250.4	1116.6	673.5	-	4361.5
Milwaukee, WI	265.4	77.4	179.1	-	23.5	545.4	496.8	278.3	-	132.6	-	907.7
Lincoln Center (NY)	252.9	68.4	6.4	17.4	71.9	417.0	27.4	29.0	23.8	162.8	45.7	288.7
Cincinnati, OH	283.6	22.7	72.0	53.2	10.6	442.1	470.7	27.1	72.0	136.8	5.7	712.3
Orlando, FL	153.5	24.4	142.6	76.8	-	397.3	187.5	24.4	191.6	146.6		550.1
Louisville, KY	na	na	na	na	na	na	na	na	na	na	na	na
Woodruff Center (Atlanta)	162.0	47.0	11.5	40.5	46.0	307.0	1900.0	3200.0	28500.0	600.0	700.0	34900.0
Birmingham, AL	70.0	10.0	4.6	7.5	7.3	99.4	70.0	1.5	-	-	-	71.5
St. Louis, MO	202.9	54.0	31.8	55.6	3.6	347.9	446.1	69.6	35.1	183.0	75.0	808.8
Charlotte, NC	107.0	55.0	3.0	43.0	5.0	213.0	448.0	79.0	308.0	-	-	835.0
Seattle, WA	153.2	32.8	4.0	36.9	-	226.9	191.5	46.1	10.2	38.2	7.9	293.9
Memphis, TN	115.0	14.8	9.6	46.5	-	185.9	308.0	52.0	1920.0	99.8	-	2379.8
Omaha, NE	44.0	24.0	-	11.3	-	79.3	113.9	24.1	11.4	37.1	-	186.5
Winston-Salem, NC	94.1	19.0	18.7	12.4	-	144.2	605.0	24.7	145.4	144.7	309.3	1229.1
Dayton, OH	132.0	86.4	18.0	2.4	-	238.8	255.7	107.0	0.6	43.0	67.4	473.7
New Orleans, LA	na	na	na	na	na	na	na	na	na	na	na	na
Hartford, CT	118.6	12.6	5.4	24.7	6.3	167.6	263.0	49.0	57.6	20.7	-	390.3
Fort Worth, TX	92.6	20.0	1.0	46.3	-	159.9	319.5	367.4	1448.0	97.8	-	2232.7
Chattanooga, TN	110.0	10.9	60.8	-	-	181.7	167.1	18.0	5.0	92.2	-	282.3
Oklahoma City, OK												
Fort Wayne, IN	52.7	76.3	13.7	2.3	-	145.0	253.5	64.0	73.7	100.8	215.9	707.9
St. Paul, MN	239.5	19.2	15.6	17.3	1.3	292.9	239.5	19.2	15.6	17.3	1.3	292.9
Westchester, NY	67.0	3.0	2.4	-	10.0	82.4	444.5	38.3	193.8	217.8	708.7	1603.1
Lexington, KY	45.3	8.6	-	1.1	-	55.0	157.6	8.6	18.4	36.4	56.2	277.2
Greensboro, NC	59.0	30.3	5.0	-	-	94.3	250.6	49.0	405.5	41.0	62.1	808.2
Norfolk, VA	na	na	na	na	na	0.0	17.4	-	-	4.6	-	22.0
Cut'l Center (Canton, OH)	53.6	29.0	-	-	-	82.6	239.8	55.2	104.2	-	415.3	814.5
Baton Rouge, LA	30.9	2.2	5.9	5.5	8.9	53.4	na	na	na	na	na	na
Charleston, WV	14.2	0.7	0.8	-	8.7	24.4	2.5	43.2	9.4	15.8	-	70.9
Columbia, SC	na	na	na	na	na	na	na	na	na	na	na	na
Raleigh, NC	35.5	43.9	-	9.4	-	88.8	142.1	59.5	190.6	18.0	-	410.2
Broome County, NY	36.8	2.9	0.7	-	9.0	49.4	73.6	4.8	29.3	-	-	107.7
Harrisburg, PA	na	na	na	na	na	na	61.1	11.5	48.6	-	-	121.2
Battle Creek, MI	8.0	2.3	2.3	1.1	-	13.7	53.6	14.8	138.0	16.0	-	222.4
Houston, TX	65.0	3.0	3.0	1.0	na	72.0	na	na	na	na	na	na
Grand Rapids, MI	na	na	na	na	na	na	na	na	na	na	na	na
Mobile, AL												
Chautauqua Cnty, NY												
Dutchess County, NY												
Catawba County, NC	1.6	13.2	1.7	0.9	0.3	17.7	106.6	6.0	16.3	100.5	-	229.4
Durham, NC												
High Point, NC	41.2	5.2	1.5	4.4	140.6	192.9	142.8	15.2	294.3	31.9	-	484.2
The Depot (Duluth, MN)	29.3	9.0	1.0	-	13.3	52.6	407.0	45.0	103.0	-	616.0	1171.0
Erie, PA	20.0	5.5	2.0	-	-	27.5	-	-	-	-	145.0	145.0
Wausau, WI	14.0	2.1	2.2	0.9	0.4	19.6	191.2	37.3	292.2	64.5	90.2	675.4
St. Joseph, MO	18.8	2.7	1.5	5.0	2.5	30.5	46.4	14.1	27.0	7.8	-	95.3
Columbus, IN												
Manchester, NH	18.0	1.5	0.5	3.0	97.0	120.0	36.0	12.0	27.0	25.0	97.0	197.0
Reading Musical Fndn, PA	na	na	na	na	na	na	na	na	na	na	na	na
Asheville, NC												
Newton, MA												
Lawton, OK	9.0	2.5	-	3.9	1.6	17.0	na	na	na	na	na	na
Jackson, TN	-	2.0	-	-	-	2.0	61.0	9.5	185.8	32.0	-	288.3
Rapid City, SD	17.2	8.0	1.0	1.4		27.6	17.2	8.0	1.0	1.4		27.6
Lexington, NC	na	na	na	na	na	na	44.7	-	56.0	18.5	-	119.2
Rockland County, NY	22.9	6.3	4.0	3.1	47.4	83.7	117.8	18.5	81.9	61.0	77.2	356.4
Albany, GA	2.4	1.4	0.4	-	-	4.2	33.5	1.6	31.2	8.1	59.0	133.4
Rock Hill, SC	-	1.0	0.3	-	0.5	1.8	-	-	-	-	-	-
Rowan County, NC	-	2.4	-	-	-	2.4	33.9	2.4	23.9	-	-	60.2
LaCrosse, WI												
Utica, NY												
Corp Theatre Fund, NY												
Natl Corp Fund/Dance												
Parkersburg, WV												
TOTAL	4155.1	1584.9	791.7	634.8	515.7	7682.2	11765.1	5185.3	36212.0	3427.2	3754.9	60344.5
Average	54.1	20.6	10.3	8.3	6.7		19.5	8.6	60.0	5.7	6.2	

(na) not available.

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